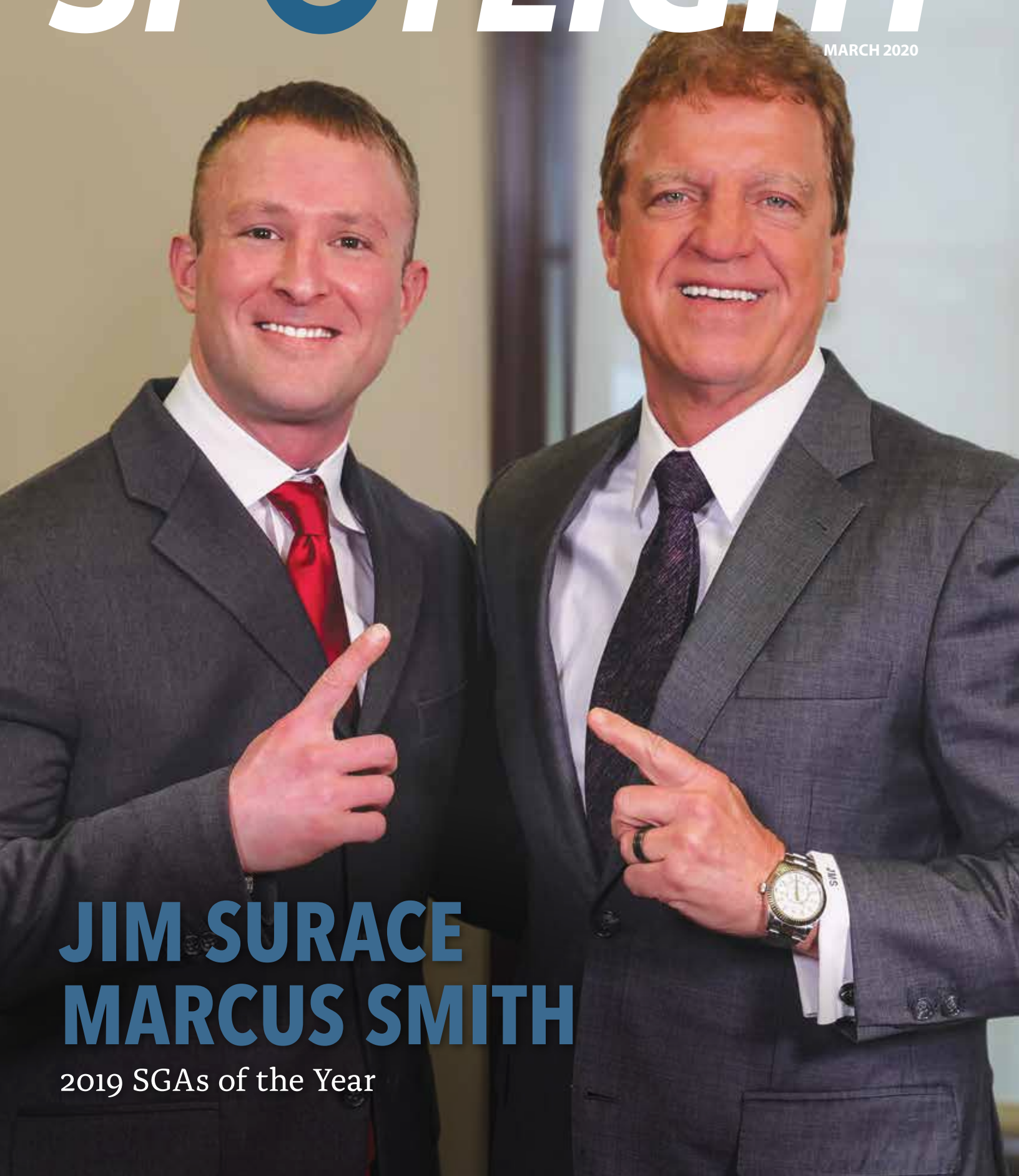


SPOTLIGHT

MARCH 2020



JIM SURACE
MARCUS SMITH

2019 SGAs of the Year

CONFLICT = A DIFFERENCE IN OPINION



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

I THINK ONE OF THE KEYS TO LEADERSHIP IS RECOGNIZING THAT EVERYBODY HAS GIFTS AND TALENTS. A GOOD LEADER WILL LEARN HOW TO HARNESS THOSE GIFTS TOWARD THE SAME GOAL. — BEN CARSON

ONE OF THE FIRST LESSONS IN 'adulting' we have to learn is that not everyone is like us. They don't think like us, they may not believe the same things we do, their experiences are different, and their way of doing things is uniquely theirs. More often than not, that's a good thing.

According to Mandy Flint and Elisabet Vinberg Hearn, authors of *The Team Formula*, "There is a very powerful source for learning and innovation that comes into play when different people come together." In other words,

any differences people have should be viewed as opportunities. The book goes on to say that when people think they have the "right" answer to something, they tend to stop listening to other ideas.

When opinions clash, there is conflict, which people tend to try to avoid. But conflict is only a difference of opinion. As long as we realize that, "Conflicting opinions can be the source of healthy debates, great innovation and needed change, meaning we get even better results." I don't have to look further than my own team to know the value in this wisdom. David and Dom are very different from each other and from me. I value their perspective and their experiences that are unlike my own. As a team, it makes us better informed and better able to make decisions that affect our even more diverse sales field.

I think the biggest key to getting past conflict within a team is finding common purpose. What do we all want to achieve? Of course, everyone has their individual goals as well but when you're working toward a common goal, that's when collaboration can take place from the many points of view of the team members. Teams that have experienced conflict and resolved it, grow stronger together.

It's healthy differences that have guided our 2019 SGAs of the Year and helped their organization grow and thrive. You'd have to look hard to find two more different people

than Jim Surace and Marcus Smith, yet they recognize and appreciate the unique gifts the other brings to their partnership. They capitalize on their differences to form a well-rounded, cohesive yet diverse organization. The rich pool of talent that is a product of the Surace-Smith partnership is living proof of the effectiveness and inherent value of their blended leadership styles. Be sure to read their story on **PAGES 21-23**.

Also in this issue, we announce the 2020 Top Producers Council and the new MGA/RGA Leadership Council. These groups meet twice a year, and serve several purposes, the most important being they serve as a way to recognize talent and achievement at those levels. Like the Executive Council, they share recommendations with Home Office management as well as tips and techniques that have helped them along their path to success.

And let's not forget the Globe Life Achievement Awards, where we had awesome showings in the recruiting and promotions (Legacy) categories. See **PAGES 16-19** for winners and updated guidelines for next year's awards.

We have a lot of successes to celebrate this month. Please join us in congratulating Jim and Marcus, as well as members of the 2020 Top Producers Council and the MGA/RGA Leadership Council, as well as our Globe Life Achievement Award winners. 🎉

SPOTLIGHT

www.arc.aillife.com/spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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NEWS

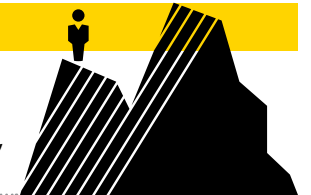
MARCH 2020

VOL. 53 NO. 3

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday, 4/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday, 4/28**. eApp business excluded from the 7 day hold should be uploaded by **Thursday, 4/30** before 3:30 p.m. CST to count for **April** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$4,434,364

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 38-44**.

Spotlight Digital is now on the web!

A digital publication spotlighting top producers of AIL & NILICO

spotlight.ailagents.com
Username: **AIL** Password: **proveit2020!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2021 Awards Presentation are: the TOP SGA per category from Categories I-XII based on Performance Factor (minimum of 100%), the TOP MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2021 Convention Qualifications online at www.aillife.com or www.nillife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 5-8, 2021.**



ANNIVERSARIES

30 YEARS OF SERVICE

Brenda Di Somma, PR
 Kenneth Madden, AGT
29 YEARS OF SERVICE
 Roger Fung, AGT
 Kelly McDonald, AGT
24 YEARS OF SERVICE
 Steven Engrav, AGT
22 YEARS OF SERVICE
 Randy Stockley, PR
21 YEARS OF SERVICE
 Bob Olson, SGA
20 YEARS OF SERVICE
 Rob Hay, SGA
19 YEARS OF SERVICE
 Scott Florin, AGT
 Rebecca Klebsch, PR
 Kris Thieme, SGA
 Benjamin Van Fossen, AGT
18 YEARS OF SERVICE
 Fran Christie, PR
 John McGrath, RGA
 Herivelto Pereira, AGT
17 YEARS OF SERVICE
 Omar Hashimi, AGT
15 YEARS OF SERVICE
 Andrea Yee, AGT
14 YEARS OF SERVICE
 Richard Carter, AGT
 John Sparby, SGA
13 YEARS OF SERVICE
 Evan Holzhauser, SGA
 Tim O'Connor, PR

Jonathan Russell, AGT
 Atta Saleh, MGA
12 YEARS OF SERVICE
 Daniel G Johnson, MGA
 Peter Kwiatkowski, RGA
 Brock Lampe, AGT
 Gabriel Manzo, AGT
 Kristi Vang, AGT
11 YEARS OF SERVICE
 Matthew Diulus, RGA
 Joseph Hedborn, GA
 Donna LaMontagna, PR
 Melissa Lively, PR
 Jonathan Maust, MGA
 Mark Neilson, RGA
 Nicole Sanders, RGA
 Matthew Turnquist, RGA
10 YEARS OF SERVICE
 Randall Cook, RGA
 Tina Janti, SGA
 David Scalisi, PR
9 YEARS OF SERVICE
 Milena Arceo, AGT
 Bernadette Casciato, AGT
 Mark Hart, AGT
 Beau Locker, RGA
 Janice Moseychuck, AGT
 Richard Pazak, MGA
 Blake Ralston, SGA
 Richard Rowe, AGT
 Jesse Spencer, GA
 Eric Thompson, RGA
 Ho Tran, MGA

Sara Vaz, RGA
8 YEARS OF SERVICE
 Bilal Farsakh, GA
 Jeffrey Hapke, PR
 Dallas Johnson, AGT
 Marlene King, AGT
7 YEARS OF SERVICE
 Collins Appiah, GA
 Bryon Eddinger, AGT
 Greg Graham, SGA
 Katalina Halaunga, AGT
 Riley Peters, SA
 Cleopatra Sola, AGT
 Jay Washington, SGA
6 YEARS OF SERVICE
 Maria Avila, GA
 Michael Cirelli, RGA
 Myaa Fallon, MGA
 Matthew Halbmaier, GA
 Lorena Herndon, GA
 Michael McClintock, AGT
 Mia Mitchell, SA
 Christine Moore, AGT
 Juan Olvera, MGA
 Kendall Wilson, GA
5 YEARS OF SERVICE
 Fabian Aniekwensi, AGT
 Alexandra Berberich, SA
 Michael Botond, MGA
 Elcar Buhay, GA
 Caren Deanda, GA
 Jesse Doherty, RGA
 Evan Donoghue, RGA

Mamdema Faal, SA
 Keona France, MGA
 Lawrence Hadley, AGT
 Nathan Hunt, RGA
 Jason Kuepfer, SA
 Saul Lopez, RGA
 Desmond Martin, SA
 Ed-Maggie Myrthil, MGA
 Nadia Naji, MGA
 Kay Pomroy, SGA
 Thomas Prather, GA
 Elliot Rush, MGA
 Richard Sidoti, AGT
 Mollie Uphoff, GA
 Phillip Waisman, MGA
4 YEARS OF SERVICE
 Stephanie Baumann, PR MGR
 Rachel Brown, MGA
 Christopher Buttacavoli, RGA
 Oscar Cardozo, RGA
 Danielle Dhaiti, AGT
 Funmilola Elumade, SA
 Tommy Flynn, PR
 Brandon Foster, SA
 Patricia Gonzalez, AGT
 Stephanie Harris, SA
 Yolanda Harris, AGT
 Alexandria Berberich, MGA
 Yamid Mendoza Sanchez, MGA
 Alex Miller, AGT
 Deborah Mitchell, MGA
 Brian Obrecht, SA
 Jimmy Riley, SA

Blake Tomblin, MGA
 Rupinder Toor, MGA
3 YEARS OF SERVICE
 Joshua Bacchus, RGA
 Alon Barnur, MGA
 Ryan Bevan, SA
 Therese Bolese, AGT
 Andrew Brennan, SA
 Ervin Cruz, AGT
 Donald DeVoise, MGA
 Tereani Edgar, MGA
 Kelvin Ellmers, AGT
 Tony Georges, AGT
 Michael Giachetti, MGA
 Ica Gordon-White, MGA
 Kyla Greig, SA
 Michael Hepner, MGA
 Justin Hermann, RGA
 Daniel Lopez, GA
 Yairy Magon, SA
 Vivienne Matalon, AGT
 Brian McCabe, SA
 Paige Minarik, SA
 Delroy Nichols, SA
 Ashley O'Donal, GA
 Romal Omid, RGA
 Manique Sala, GA
 Jovanie Scarlett, MGA
 Iffrah Tahir, MGA
 Janel Wilder, GA
2 YEARS OF SERVICE
 Afolasade Aboyade-Cole, MGA
 Shekhar Ali, AGT

Braxton Amy, GA
 Marissa Ault, RGA
 Jesse Barker, GA
 Atiya Bell, SA
 Henry Brown, GA
 Jordan K Brown, SA
 Kevin Bryson, SA
 Dustin Caso, GA
 Kelly Charter, AGT
 DeAndre' Coleman, GA
 Jessica Davis, AGT
 Darryl Frazer, AGT
 Tammy Gawron, GA
 Jillian Getz, SA
 Elioenai Gomez Perez, AGT
 Lexington Grissom, SA
 Marlon Hernandez, MGA
 Jaydan Heron-Smith, GA
 Luis Hormos, AGT
 Sungmin Hwang, SA
 Patricia Isabell, MGA
 Troy Kasper, GA
 Kit Koon, MGA
 Regina Lee, SA
 Victoria Lindner, GA
 Richard Martin, AGT
 Cory Moncol, SA
 Mary Carnegie, AGT
 Ruzzell Catapang, AGT
 Karen Cermak, SA
 Phylicia Cervini, SA
 Pathorn Chatutipsompol, AGT
 Malcolm Cheeks, AGT

Michael Trotter, AGT
 Siosifa Uluakihiatu, SA
 Jordan Viaje, SA
 Nelson Villegas, SA
 Pharyn Wilson-Jones, GA
 Isabella Xia, GA
 Baldemar Zurita, AGT
1 YEAR OF SERVICE
 Matthew Abdo, GA
 Jasmine Abreu, AGT
 Sammy Agustin, AGT
 Frankie Armstead, SA
 Michael Asa, SA
 Siale Aso, AGT
 Jeffrey Atkinson, SA
 Jesus Avila, AGT
 Jeffrey Barr, AGT
 Andrew Bartley, SA
 Louis Bello, MGA
 Brittney Goins, AGT
 Cayla Betress, AGT
 Joseph Bishop, SA
 Raissa Bossa, GA
 Rachel Brokenborough, SA
 Raquel Caicedo, SA
 Roxana Campos, AGT
 Ian Capron, SA
 Mary Carnegie, AGT
 Ruzzell Catapang, AGT
 Karen Cermak, SA
 Phylicia Cervini, SA
 Pathorn Chatutipsompol, AGT
 Malcolm Cheeks, AGT

Kamie Clark, SA
 Patrick Demeco, SA
 Mahdi Dergam, SA
 Booker Dikes, AGT
 Ryan Donnelly, SA
 Shalena Ellis, AGT
 Truman Falkner, GA
 Benjamin Farmer, AGT
 Christopher E Filline, SA
 Amanda Flood, AGT
 Callan Flynn, SA
 Ryan Foe, SA
 Kenneth Fridia, SA
 Eugene Gardner, AGT
 Cassandra Gartner, AGT
 Eric Geiss, AGT
 Jacob George, SA
 Jennifer Gilkie, SA
 Tyler Gillespie, AGT
 Brittney Goins, SA
 Alex Grushko, GA
 Gerardo Guerra, AGT
 Sallie Haas, SA
 Robert Hardy, AGT
 Ayana Hill, AGT
 Gabrielle Hill-Junior, AGT
 Tyrese Holland, SA
 David Huber, GA
 Nouraddin Hussein, AGT
 Victoria Jackson, SA
 Julian Johnson, AGT
 Jennifer Kane, AGT
 Ralueri Kata, AGT

Makayla Kessinger, AGT
 Dillon Kuehne, SA
 Stephen Lebreton, AGT
 Zachary LeFoll, SA
 Nicole LePage, SA
 Robin Levin, AGT
 Kimberley Lewis, SA
 Angela Llamoso, AGT
 Hector Luque, AGT
 Michael Lyons, AGT
 Phillip Magar, AGT
 Justin Malone, MGA
 Fulton Martin, SA
 Carl Martires, AGT
 Alexander Marzilli, GA
 Dylan Mittleberg, SA
 Neurides Moraes, AGT
 Audri Niezgod, SA
 Elijah Nobles, SA
 Paul Northcutt, AGT
 Christopher Nwosisi, SA
 Oravis Obregon Vila, AGT
 Crystal Oliver, SA
 Matthew Olow, AGT
 Mazino Ovie, SA
 Roger Papa, AGT
 Jonathan Parham, GA
 Meagan Payne, SA
 Darnell Philemon, SA
 Amy Pittman, AGT
 Sky Plunkett, SA
 Ronald Post, AGT
 Chamodi Rajapakse, SA

Donna Rankin, GA
 Sofia Reguinho, AGT
 Tilly Roebeck, AGT
 Clairol Rosales, AGT
 Jacob Rosinsky, SA
 Johnny Santiago, SA
 Krisztina Sashegyi, AGT
 Casey Scarpulla, SA
 Tyler Schaeffer, GA
 Lovie Scott, AGT
 Chandra Seepersad, AGT
 William Shillieto, SA
 Mohamed Shogar, SA
 Nina Shorter, AGT
 Daniel Sierra, AGT
 Leanna Sinclair, SA
 Katie Stahulak, SA
 Brandy Stewart, SA
 Connor Sullivan, AGT
 Hisham Tabak, AGT
 Ryan Taylor, SA
 Stephon Taylor, SA
 Brad Toyama, AGT
 Jessica Underwood, SA
 Frank Urioste, SA
 Stephen VanScoy, AGT
 Silverio Vasquez, AGT
 Meagan Payne, SA
 Rebecca Weyer, SA
 Dominick White, SA
 Jon Willman, MGA
 Renee Zinsky, SA

PROMOTIONS

REGIONAL GENERAL AGENT
 Thomas Longino
MASTER GENERAL AGENT
 Louis Bello
 Mauro Capozucca
 Brenda Fox
 Michelle Gould
 Loraine Harris
 Lanze Hee
 Phillip McCulloch
 Deborah Mitchell
 Suzette Quevillon
 Iris Saavedra
 Dana Velez
70% GENERAL AGENT
 Anthony Chinaglia

Edward Nguyen
 Jenny Nguyen
 Angelica Rice
 Tanika Thompson
67.5% GENERAL AGENT
 Raissa Bossa
 Elcar Buhay
 Tyler Cox
 Edwin Cuevas Quinones
 Shelby Elder
 Elijah Findley
 Jesse Garnier
 Michael Mamalakis
 Kempton Perry
 Daniel Ramirez
 Manique Sala

Joseph A Smith
 Shabir Tahir
 Sherine Zahra
60% GENERAL AGENT
 Abraham Mogilevsky
 Jorge Toribio
57.5% GENERAL AGENT
 Marcia McDuffie
65% SUPERVISING AGENT
 Deion Alocozy
 Agnieszka Bednarz
 Kate Hernandez
 Robert Houston
 Alfred Johnson
 Jalaleddin Kazemisaaid
 Andrea Melendez Funes

Youliana Mikhael
 Phillip Rigoli
 Sousan Samadzade
 Derrick Schneider
 Sean Smith
 Twana Smith
62.5% SUPERVISING AGENT
 Nadia Bailey-Robinson
 Austin Ballenger
 Eric Banks
 Imani Banks
 Kristina Barr
 Godwill Barungi
 April Baxter
 Julia Beales
 Ivy Bell

Krystle Bradshaw
 Jesse Briscoe
 Wesley Bromley
 Brianna Garza
 Andre Bzhetaj
 Raquel Caicedo
 Teresa Cassel
 Caroline Chapin
 Ryan Clawson
 Sarah Collen
 Kia Currie
 Drake Eoll
 David Evans
 Vanessa Farias
 Zamyia Felton
 Cristiano Pontes
 Samuel Fioretti

Aeddan Flaherty
 Melissa Franco
 Jeremiah Gamble
 Brianna Garza
 Mohamed Ghodbani
 Mark Good
 Kathryn Grant
 Zackarea Hakim
 Cedar Hansen
 Joseph Hogue
 Amy Holland
 Stephen Hudson
 Angelica Grace Hunter
 Dustin Jackson
 Emily Janes
 Ebou Jatta

Sharon Jones
 Nicholas Krause
 Kate Kriekle
 Chris Lewis
 Luis Lopez Cuevas
 Amanda Lustbader
 Victor Martel
 Serg Martires
 Mikelle Mayfield
 Bryson McCleary
 Ivanna Melnyk
 Jorge Merle
 Andrea Monaghan
 Brandon Morris
 Thomas Moss
 Justin Nelson

Besim Nikaj
 Hannah Norlin
 Alec Obering
 Justin Oldja
 Jean-Marie Otiom
 Michelle Parkes
 Juan Patino Roza
 Ryan Pepowski
 Elvin Perez
 Isaac Perez
 Riley Peters
 Sean Petrasek
 Frank Pheifer
 Laota Rassoull
 Sheza Raza
 Felix Reyes

Brenda Rocha
 Jonathan Rock
 Morunny Rocun
 Adianez Rodriguez
 Jeremiah Russin
 Roberto Samano Diaz
 Robert Sankey
 Pritpal Singh Sihra
 Derek Sutherlin
 Jordan Sylvain
 Koa Taylor
 Dorian Terra
 Ludovic Tshimpanga Ndaye
 Kyle VanBibber
 George Vang
 Sierra Way

Joshua Williams
 Rachelle Zerbach
 Amy Zill
52.5% SUPERVISING AGENT
 John Catalano
 Marvin Fernandez
 Terrel Hunt
 Lindell Hunter
 Paola Ramos
 Adaiza Rijo
 Feagai Singh
 Susana Vargas
 Angela Velasco

TOP PRODUCERS COUNCIL

The **Top Producers Council** is made up of elite personal producers selected for their dedication to writing quality business and their history of representing our Company with integrity. The group will meet twice a year with members of executive management to share their best practices to help improve training, sales and agent retention.



AIL/NILICO'S 2020 TOP PRODUCERS COUNCIL



Ashley Rust
James Cunningham



Josh Dishong
S-S-Bendure-Hartwig



Bryan Juskiw
S-S-Bendure-Hartwig



Bobby Park
Altig-Orlovic



Joey Kennedy
Altig-Orlovic



Lily Sakai
Cohen-Cohen



Michael van Delft
Satti-Kanaan



Joe Lewo
Matt Henderson



Daniel Prinzo
S-S-Parks-Salvaggi



Abeni Reynolds
Simon Arias

KEEPING OUR LEGACY ALIVE



Jason Beckman
Division Vice President
PR Field Operations

"THE LABOR MOVEMENT'S FIGHT IS OUR FIGHT."

BEGAN ATTENDING SGA MEETINGS as a PR Director in 2013, and while I can't exactly remember which meeting I first heard the phrase "Mind, Body and Spirit" mentioned, I do know it came while Jim Surace and Marcus Smith spoke. The mind-body-spirit connection can be best understood by finding the relation of each of these. It is in our internal process of being mindful of how these parts show up in our daily lives that we begin to understand our own depth and become inspired and informed through our own experiences.

Jim Surace has been an SGA for more than thirty years and Marcus Smith for fourteen years. One of the contributing factors to becoming SGA of the Year is motivating and inspiring others to do more than they thought themselves to be capable of. One word comes to mind when you think of the Surace-Smith partnership - **LEGACY**. Understanding the

depth of Jim and Marcus is evident when you look at other SGAs and Home Office personnel who have roots to the Surace-Smith Agency in Ohio. The SGAs and Home Office personnel who came from Surace-Smith are not only the continuation of Jim and Marcus' legacy but have begun the process of building their own legacy.

Alongside our SGAs of the Year and all other SGA partners, the PR team continues to carry on the vision and spirit of our Founder, Bernard Rapoport, which continues under the leadership of Steve Greer. It matters to our partners in the labor movement that we stand alongside them and with working families in their time of need. The legacy and spirit of American Income will always embody

the roots established by Bernard in 1951 as a Company that serves working people.

Our CEO continues the legacy of Mr. Rapoport as a steadfast supporter of the labor movement by sending letters to corporations and elected officials asking them to reconcile with labor when there's a contract dispute. In the last six months, Steve has written letters to the following CEO's asking they negotiate fairly and honestly with their workers:

- General Motors
- Safeway
- Boeing Corporation
- Washington Metropolitan Area Transit Authority
- ASARCO
- Regina Co-op
- Health Partners

These letters are a declaration that we, as a 100% Union Label Company, are honored to be among those "All Union Wall-to-Wall" companies cited by the AFL-CIO Union Label and Service Trades Department and have been committed to working with and serving labor unions for more than 65 years. The spirit of this Company and the depth of what makes us unique is that we remain inspired and committed to stand shoulder to shoulder with our SGA partners and our friends in labor as the labor movement's fight is our fight. 🇺🇸

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Benzack Cooper	3	Hart-Dushaj	Jordan Stelzer	2	Richard Correa	Ian Rouleau	2	Zach Hart	Jason Khodadadian	2	Theodore Pappas
Glenn Arakawa	2	Altig-Orlovic	Enid Franco	2	Laura Fisher	Austin Tazzia	2	Zach Hart	Katy Rivera	2	Theodore Pappas
Vanvipha Sugai	2	Altig-Orlovic	Ali Wickward	2	Giglione-Ackerman	William Benline	2	Hart-Dushaj	Daniel Durgin	2	Serur-Yagjian
Koa Taylor	2	Altig-Orlovic	Diana Arango	2	Gonzalez-H-W	Dimo Joannidis	2	Hart-Dushaj	Triston Miller	2	S-S-Parks-Salvaggi
Jacob Kieffer	2	Simon Arias	Wenddy Chaya Paredes	2	Gonzalez-H-W	Moriah Chandler	2	Matt Henderson	Jennifer Sides	2	Michael Vasu
Sullena Staton	2	Simon Arias	Denise Masulit	2	Mathew Hart	Helgi Bistochett Navarro	2	HO Houston Latino			
Shawn Quick	2	Richard Correa	Jonathan Conn	2	Zach Hart	Efia Mentuhotep Harrison	2	London Nelson			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Paul Smith	7	Zach Hart	Heriberto Chavez	4	Richard Correa	Joshua Goodman	3	Richard Correa	Richard Pazak	3	Bob Olson
Juan Diaz	6	Gonzalez-H-W	Jonathan Da-al	4	Steve Friedlander	Gary Slocum	3	Desi Dimitrova	Mark Lahijani	3	Theodore Pappas
Joseph Gojcaj	6	Zach Hart	Steven King	4	Zach Hart	Craig Strompf	3	Cindy Furer	Marisa Willgruber	3	Pappas-Quadri
Edward Leon	6	Hart-Dushaj	Zach Otto	4	Sabrina Lloyd	Corey Helly	3	Giglione-Ackerman	Andrew Chambers	3	Philip Prata
Beau Locker	6	Matt Henderson	James Sodan	4	Nick Moore	Johnny Ly	3	Giglione-Ackerman	Patricia Contreras	3	Beto Quintero
Andy Batten	6	Michael Vasu	Rachel Brown	4	London Nelson	George O'Shea	3	Giglione-Ackerman	Kelly Ekker	3	Tiffany Roland
Joshua Krueger	5	Richard Correa	Barry Donalson	4	Bob Olson	Augusto Arango	3	Hemerson Gonzalez	Timothy Welsh	3	Tiffany Roland
Matthew Turnquist	5	Richard Correa	Ashley Clarke	4	Ernest Powell	Diego Arango Puerta	3	Gonzalez-H-W	Phillip Waisman	3	Satti-Kanaan
Brandon Neal	5	Hart-Dushaj	Awa Babou	4	Williams-Akinade-Musso	Demitrius Lucas	3	Kyle Johnson	Clayton Slaughter	3	Michael Vasu
Jeffrey Hall	5	Serur-Yagjian	Kevin Appasamy	3	Altig-Orlovic	Crystal Vairretta	3	Travis Moody	Jose Viramontes	3	Michael Vasu
Anadeto Arevalo	4	Altig-Orlovic	Xander Davis	3	Altig-Orlovic	Evan Donoghue	3	Corey Neff	Dominick Williams	3	Michael Vasu
Tina Nelson	4	Mark Beckford	Sokol Fazliu	3	Simon Arias	Robert Hughes	3	Bob Olson	Slavita Hut	3	John Young

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Brandon Dusevic	7	Zach Hart	Ruben Cortez	3	Corey Neff	Kamal Tayyib	2	Don Foti	Martin Salavec	2	Travis Moody
Jacob Brown	5	Hart-Dushaj	Vera Giles	3	Bob Olson	Nabil Atallah	2	Giglione-Ackerman	Nasr Quadri	2	Theodore Pappas
Victoria Varney	4	Altig-Orlovic	Zindora Crawford	3	Pappas-Quadri	Alex Grushko	2	Giglione-Ackerman	Keeland Bryant	2	Ernest Powell
Everett Farr	4	Richard Correa	Kelly Schoenherr	3	Philip Prata	Eric Okoemu	2	Giglione-Ackerman	Nelson Desmond	2	Philip Prata
Adele Al Choufi Naim	4	Gonzalez-H-W	Hasan Ghazal	3	Satti-Kanaan	Jeanine Reignn	2	Giglione-Ackerman	Klyo Vidal	2	Beto Quintero
Anton Ljuljdjuraj	4	Hart-Dushaj	Christopher Ross	3	Serur-Yagjian	Joseph Wilson	2	Giglione-Ackerman	Cory McNutt	2	Satti-Kanaan
Lorraine Harris	4	London Nelson	Sean Blaney	2	Simon Arias	Santiago Calle Ramirez	2	Hemerson Gonzalez	Jack Craig	2	Albert Serur
Jenna Gula	3	Simon Arias	James Keefer	2	Simon Arias	Julie Phillips	2	Mathew Hart	Sandy Metellus	2	Serur-Yagjian
Kevin Dimery	3	Richard Correa	Erica Robertson	2	Simon Arias	Razan Zarba	2	Mathew Hart	David Stuart	2	S-S-Bendure-Hartwig
Landon Schlag	3	Richard Correa	Nathan Stuck	2	Simon Arias	Anne List	2	Zach Hart	Daniel Prinzo	2	S-S-Parks-Salvaggi
Adem Abdula	3	Giglione-Ackerman	Jamie Winters	2	Simon Arias	Corey Helwig	2	Matt Henderson	Eric Rodriguez	2	Michael Vasu
Corey Hallam	3	Giglione-Ackerman	Evelyn Thompson	2	Mark Beckford	Joe Lewo	2	Matt Henderson	Jessi Wolski	2	Williams-Akinade-Musso
Dana Velez	3	Gonzalez-H-W	Skylar Chauvin	2	Denis-Michael Catalano	Tahis Quintero Bonilla	2	HO Houston Latino	Tyler Boulden	2	Josh West
Valentino Kalaj	3	Zach Hart	Adriana Aboulwafa	2	Cohen-Cohen	Jean Romero Capote	2	HO Houston Latino			
Aaron Patt	3	Zach Hart	Eric Caballero	2	Richard Correa	Jaydan Heron-Smith	2	Kyle Johnson			
Mohamad Raychouni	3	Zach Hart	Leonel Lazzcano	2	Desi Dimitrova	Steven Baum	2	Sabrina Lloyd			

RGGA

NAME	#	SGA
Ryan Fickert	17	Zach Hart

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



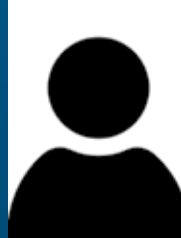

LEGACY

RECRUITING PROGRAM



TOP RECRUITING AGENTS** FEBRUARY

TOTAL LEGACY RECRUITERS: 307 TOTAL LEGACY RECRUITS: 402

 Astrid Castrillon 6 Recruits Hemerson Gonzalez	 Glenn Johnson 6 Recruits James Cunningham	 Sebastian Meneses 6 Recruits Beto Quintero	 Jonathan Da-al 5 Recruits Steve Friedlander
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NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	6	Mario Ruiz	3	Solgeis Cardozo Mijares	2	Marie Laine	2	Deion Somsanith	2	Simon Arias	6	Steve Friedlander	5
Glenn Johnson	6	Christopher Short	3	Joe Lewo	2	Felicia Steele	2	Jordan Sylvain	2	Nick Moore	5	Triston Miller	5
Sebastian Meneses	6	Jacqueline Simeus	3	Salena Chen	2	Luke Lopiccicolo	2	Ransey Vazquez	2	Zach Hart	5	S-S-Parks-Salvaggi	10
Jonathan Da-al	5	Koa Taylor	3	Patricia Contreras	2	Montana McDonald	2	Jose Villalpando	2	Ahmed Kassem	5	Don Foti	10
Nesrine El Hassan	4	Michael Absten	2	Michael Coulthard	2	Joshua McTier	2	Ariana Vuona	2	Marie Laine	5	James Cunningham	6
Ryan Fickert	4	Antonio Arabo	2	Harold Durana	2	Joseph Medaugh	2	Sabric White	2	Kyle Johnson	5	Beto Quintero	6
Robert Hughes	4	Samuel Artzis	2	Hunter Gurrola	2	Brandon Morris	2	Jimier Williams	2	Triston Miller	5	Steve Friedlander	5
Jalaleddin Kazemisaeid	4	Jason Ash	2	Marsei Hogan	2	Brooke Nardoni	2	Joshua Williams	2	S-S-Parks-Salvaggi	10	Hemerson Gonzalez	6
Seth Finnegan	3	Mohammed Azam	2	Gabriel Hurst	2	Aladdin Omar	2	Lenworth Wisdom	2	Don Foti	10	James Cunningham	6
Daniel Garner	3	Steven Barton	2	Theodore Ingram	2	Anizabeth Parra Gonzalez	2	Joshua Yurinko	2	Don Foti	10	James Cunningham	6
Ryan Jarvie	3	Brooklynn Bennett	2	Keith James	2	Luciano Rapa	2	Stephanie Ronquillo	2	Don Foti	10	James Cunningham	6
Triston Miller	3	Mark Bernsdorff	2	Jenny Kim	2	David Snider	2			Don Foti	10	James Cunningham	6
Jaleesa Pierre	3	Helgi Bistochoett Navarro	2	Mitchell Krass	2					Don Foti	10	James Cunningham	6

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 556 TOTAL LEGACY RECRUITS: 789

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	8	Harold Durana	4	Corey Bode	3	Ryan Jarvie	3	Iris Saavedra	3	Simon Arias	6	Steve Friedlander	5
Ryan Fickert	7	Nesrine El Hassan	4	Solgeis Cardozo Mijares	3	Zachery Kertulis	3	Elizabeth Schell	3	Nick Moore	5	Triston Miller	5
Robert Hughes	7	Daniel Garner	4	Sergio Carta	3	Mitchell Krass	3	Christopher Short	3	Zach Hart	5	S-S-Parks-Salvaggi	10
Casey Jarratt	7	Walter Icaza	4	Patricia Contreras	3	Triston Miller	3	Jacqueline Simeus	3	Ahmed Kassem	5	Don Foti	10
Glenn Johnson	6	Jalaleddin Kazemisaeid	4	Astrid Ebnar	3	Brandon Morris	3	Roxie Soto	3	Marie Laine	5	James Cunningham	6
Ryan McIntosh	6	Jaleesa Pierre	4	Seth Finnegan	3	Tyler Newara	3	Joseph Stapleton	3	Kyle Johnson	5	Beto Quintero	6
Sebastian Meneses	6	Gianni Toma	4	Jesse Garnier	3	Uneiver Quevedo Alejos	3	Alec Szczesny	3	Triston Miller	5	Steve Friedlander	5
Jonathan Da-al	5	Antonio Arabo	3	Grant Gustic	3	Tahis Quintero Bonilla	3	Koa Taylor	3	S-S-Parks-Salvaggi	10	Hemerson Gonzalez	6
Mario Ruiz	5	Brooklynn Bennett	3	Gavin Guy	3	Luciano Rapa	3	Ryan Vance	3	Don Foti	10	James Cunningham	6
Ransey Vazquez	5	Helgi Bistochoett Navarro	3	Kingsley Ibeh	3	Philip Roffi	3	Sabric White	3	Don Foti	10	James Cunningham	6

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*

 Astrid Castrillon Hemerson Gonzalez 16 Recruits GOLD	 Hunter Houvener Altig-Orlovic 10 Recruits SILVER	 Joe Lewo Matt Henderson 10 Recruits SILVER	 Darius Rowan S-S-Parks-Salvaggi 10 Recruits SILVER	 Joseph Tomanovich Altig-Orlovic 10 Recruits SILVER	 Jadelene Welty Don Foti 10 Recruits SILVER
 Montana McDonald Simon Arias 6 Recruits BRONZE	 Nadia Feleti Steve Friedlander 5 Recruits BRONZE	 Jake Gelb Nick Moore 5 Recruits BRONZE	 Ahmed Kassem Zach Hart 5 Recruits BRONZE	 Marie Laine Kyle Johnson 5 Recruits BRONZE	 Triston Miller S-S-Parks-Salvaggi 5 Recruits BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

MEDITERRANEAN CRUISE

AIL/NILICO 6-MONTH CONTEST

CURRENT CONTEST LEADERS



Portofino, Italy

State General Agents as of week ending 3/20

Rank	Category	SGA	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj
Categories					
1 & 2					
1	Altig-Orlovic	1	\$24,314,478	132.6%	91.3%
2	Zach Hart	1	\$3,989,545	126.5%	98.7%
3	Tom Williams	2	\$2,341,483	117.8%	100.6%
3					
1	Bob Olson	3	\$1,899,714	121.0%	108.5%
2	Satti-Kanaan	3	\$2,140,790	112.0%	97.5%
3	Michael Vasu	3	\$2,507,865	106.0%	100.0%
4-11					
1	Kay Pomroy	11	\$76,187	185.2%	142.3%
2	Cindy Furer	5	\$1,671,428	152.4%	90.0%
3	Fisher-Zuzick	11	\$269,692	136.6%	97.4%
4	Desi Dimitrova	6	\$985,788	132.9%	105.8%
5	Hart-Dushaj	4	\$1,674,986	123.9%	103.4%
6	Andre McCallum	11	\$457,182	120.3%	114.6%
7	Ernest Powell	8	\$626,270	115.3%	139.6%
8	Jamison Weatherspoon	4	\$1,689,997	113.3%	119.6%
9	Chad Potts	9	\$319,182	112.8%	92.0%
10	London Nelson	11	\$310,512	107.0%	102.8%

Regional General Agents as of Feb EOM

Rank	SGA	Contest-to-Date Production	Contest-to-Date % of Baseline	
1	Chris La Fond	Altig-Orlovic	\$512,044	179%
2	Ryan Fickert	Zach Hart	\$2,612,077	179%
3	Jeremy Rivers	Kyle Johnson	\$561,513	166%
4	Christopher Hintz	Altig-Orlovic	\$1,202,346	158%
5	Bruce Viaje	Altig-Orlovic	\$825,017	157%

Master General Agents as of Feb EOM

Rank	Category	SGA	Contest-to-Date Production	Contest-to-Date % of Baseline	
Category 1					
1	Sara Vaz	1	Altig-Orlovic	\$577,328	246%
2	Ryan Stenglein	1	Altig-Orlovic	\$575,154	124%
3	Scott Wheeler	1	Satti-Kanaan	\$472,118	96%
2					
1	David Wang	2	Bob Olson	\$554,613	172%
2	Reynolds Akuamo	2	Theodore Pappas	\$292,549	141%
3	Dustin Dunbar	2	Dustin Venekamp	\$320,995	109%
3					
1	Duane Shaw	3	Sabrina Lloyd	\$470,067	126%
2	Jonni Ng	3	Altig-Orlovic	\$361,904	116%
3	Shahab Mahdavejad	3	Theodore Pappas	\$644,140	98%
4-11 & Rookie					
1	Brent Bowling	Rookie	S-S-Parks-Salvaggi	\$1,018,309	
2	Patricia Contreras	Rookie	Beto Quintero	\$906,942	
3	Joseph Gojcaj	Rookie	Zach Hart	\$900,969	
4	Jeffrey Espinal	Rookie	Theodore Pappas	\$777,268	
5	Paul Smith	Rookie	Zach Hart	\$650,131	
6	Bruce Viaje	4	Altig-Orlovic	\$631,654	
7	Corey Helly	4	Giglione-Ackerman	\$589,210	
8	Eric Thompson	Rookie	S-S-Parks-Salvaggi	\$584,642	
9	Mark Lahijani	Rookie	Theodore Pappas	\$574,321	
10	Mike Paragiou	5	S-S-Parks-Salvaggi	\$573,810	

General Agents as of week ending 3/20

Rank	SGA	Contest Net ALP	
1	Klyo Vidal	Beto Quintero	\$178,477
2	Adel Al Choufi Naim	Gonzalez-H-W	\$177,798
3	Jason Khodadadian	Theodore Pappas	\$139,626
4	Jorge Toribio	Theodore Pappas	\$137,326
5	Eric Caballero	Richard Correa	\$132,265

Supervising Agents as of week ending 3/20

Rank	SGA	Contest Net ALP	
1	Moriah Chandler	Matt Henderson	\$221,869
2	Jonathan Conn	Zach Hart	\$187,497
3	Benzack Cooper	Hart-Dushaj	\$138,480
4	Joshua Egyud	Simon Arias	\$118,770
5	Elvis Tinaj	Zach Hart	\$116,169

Individual Producers as of week ending 3/20

Rank	SGA	Contest Net ALP	
1	Joshua Dishong	S-S-Bendure-Hartwig	\$267,704
2	Michael van Delft	Satti-Kanaan	\$247,274
3	Joey Kennedy	Altig-Orlovic	\$221,274
4	Trenton Miller	Altig-Orlovic	\$213,265
5	Roger Fredericks	Altig-Orlovic	\$211,990
6	Muhammed Ashraf	Theodore Pappas	\$210,092
7	Kalen Dugan	Altig-Orlovic	\$209,044
8	Bobby Park	Altig-Orlovic	\$180,188
9	Anton Ljulidjuraj	Hart-Dushaj	\$180,111
10	Lily Sakai	Cohen-Cohen	\$177,186
11	Arif Hajro	Mario Hajro	\$174,778
12	Kevin Gillum	Altig-Orlovic	\$172,464
13	Ashley Rust	James Cunningham	\$168,559
14	Steven Dell	Simon Arias	\$159,260
15	Jean Joseph	Tom Williams	\$158,975
16	Mike Reed	Altig-Orlovic	\$155,264
17	Taulant Bane	Dustin Venekamp	\$153,494
18	Carmen Arroyo	Theodore Pappas	\$151,201
19	Abraham Mogilevsky	Theodore Pappas	\$138,876
20	Ian Pickett	Altig-Orlovic	\$138,573
21	Philip Roffi	Cindy Furer	\$137,884
22	Irma Gallardo	Altig-Orlovic	\$132,298
23	Hany Mikhail	Simon Arias	\$129,612
24	Roger Fung	Mathew Hart	\$129,004
25	Meardey Kim	Altig-Orlovic	\$127,854

VPs as of Feb EOM

Rank	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj	
1	Renee Jeffries	\$10,844,889	94.0%	92.9%
2	Fred Hadaya	\$10,044,995	89.7%	86.9%

Sales Directors as of Feb EOM

Rank	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj	
1	Danielle Jankowski	\$5,112,269	94.3%	90.03%
2	Phil Bromagen	\$4,654,405	93.8%	116.25%
3	Murray Horowitz	\$4,490,841	93.4%	93.10%
4	John Ophals	\$1,778,588	83.0%	93.47%

Public Relations as of Feb EOM

TOP 5 PR REPRESENTATIVES

Rank	Contest-to-Date	% of Obj	Contest-to-Date	% of ORI
1	Linh Nguyen	229.98%		76.14%
2	William Rol	200.33%		53.07%
3	Patrena Smith	152.63%		58.66%
4	Rachel Shelton	135.25%		30.51%
5	Dianna Lueke	133.61%		70.92%

PR REPRESENTATIVES WITH 100% OBJ

1	Morgan Breier	302.26%
2	Linh Nguyen	229.98%
3	Lisa Johnson	229.68%
4	Amy Orlando	211.32%
5	William Rol	200.33%
6	Criseida Hernandez	167.99%
7	Janis Pitts	156.21%
8	Patrena Smith	152.63%
9	Rachel Shelton	135.25%
10	Dianna Lueke	133.61%
11	Jessica Christersson	133.29%
12	Tony Anderson	125.77%
13	Amanda Cross	124.78%
14	Mickey Boysza	121.08%
15	Lisa West	119.52%
16	Lisa Bennett	117.42%
17	Kevin McKeen	116.71%
18	John Wagner	116.37%
19	Steve Sanchez	114.71%
20	Malka Arony	112.11%
21	Erica Dalager	112.00%
22	Jaymz Hall	107.44%
23	Darrell Dorey	107.10%
24	Donna Altshue	106.83%
25	Katy Hogge	104.73%
26	Ralph Beard	103.77%

TOP PR MANAGERS

Rank	Contest-to-Date	% of Obj	Contest-to-Date	% of Growth
1	Tami Williams	117.25%		17.88%
2	Rosanna Gill	104.16%		48.43%

PR MANAGERS WITH 100% OBJ

1	Tami Williams	117.25%
2	Rosanna Gill	104.16%

CRUISE DATES:
August 17-24, 2020

The contest period is business or cards received and processed by Home Office between October 1, 2019 and March 31, 2020.

For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC:
arc.aillife.com/default.aspx
& arc.nilife.com/default.aspx

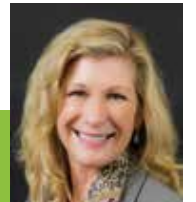
ROB PANNELL

**“LACROSSE GOALS
ARE ATTAINED NOT
BY STRENGTH BUT BY
PERSEVERANCE.”**

— FELICITY LUCKEY

The **BUSINESS** ATHLETE

By **Christa Davis**
PR Manager



FOCUS ON WHAT IS IN YOUR CONTROL

Recently, I listened to a podcast featuring **ROB PANNELL**, one of the greatest lacrosse players in the world, titled “Controlling the Controllables.” In it, Rob talked about a lot of things, but what impressed me most was his relatability.

Rob didn’t start off being the fastest or the strongest athlete. In fact, he was cut from his high school’s varsity lacrosse team. To this day, Rob cites the experience as being one of the best things to happen to him. Why? The initial rejection allowed him to focus on what he was good at, develop his skills, and succeed.

Rob’s decision to use the time he gained in his initial rejection to hone his skills ultimately led to his success as a lacrosse all-star, going on to play at Cornell University, where he was a three-time Ivy League Player of the Year and a four-time first team All-Ivy honoree. But it didn’t stop there;

**“I WORKED DAY IN AND DAY OUT
TO BE THE **BEST THAT I
CAN BE,**”**

Rob claims. And with his hard work and determination, he ultimately secured himself a

place on the New York Lizards and Team USA lacrosse team.

While I may not be a professional lacrosse player myself, Rob Pannell’s relatability to my own situation struck me. My career at AIL began in 2011, when I entered the industry after spending 17 years raising my three daughters. Like Rob, I was an underdog. With no natural talent or initial skill, I had to work hard to learn the ‘sport’ of being a PR Marketing Specialist. In the process, I quickly learned there were a lot of things out of my control.

In his podcast, Rob said the secret to his success came from his ability to only focus on what he could control. This methodology allowed Rob to improve his craft, which led him to many championships in his career.

My first summer in the field was one of the hottest summers in Houston. Despite the fact, I went out every day and visited as many groups as I possibly could. While I didn’t know what the days ahead looked like, I knew that I was good at building relationships and being persistent. Like Rob Pannell, I buckled-down and honed my strengths. By doing this, I quickly learned how to use my strengths to my advantage and sign business. By 2013, I was promoted to PR Manager.

Like a good game of lacrosse, in Public Relations, there are many factors out of our control. People get mad at us, we lose groups, and we get no-showed. A lot of time is spent building relationships that can go sour in one day, and the uncontrollable nature of the job can get the best of us.

However, instead of focusing on what I couldn’t control, I used Rob’s advice and focused

on what I could control, on what I did have: my team and my opportunity. By focusing on what I could control and developing my skills, I became a master of a sport I was originally an underdog in.

In 2018, my journey from benchwarmer to starting player was realized when my team sent me to Convention in Las Vegas. Their efforts helped make me the number one PR Manager in the country.

Like Rob, I was not born a natural nor was I born the biggest and strongest on the team. However, I knew what I was good at. I knew that if I had experience running a household and raising three human beings, I could do anything I put my mind to. All I had to do was let go of what I couldn’t control and focus on the things that I could.

Allowing the uncontrollables to affect you only distracts you from where you want to go.

**BY FOCUSING ON WHAT YOU
CAN CONTROL — YOUR
ATTITUDE, YOUR
THOUGHTS, YOUR
STRENGTHS —**

and holding yourself accountable, you may find focusing on the controllables will lead you to places you never dreamed of, whether that be Convention or the national lacrosse team. ☺



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcry@ailife.com. If your story is selected, we’ll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.



Globe Life ACHIEVEMENT AWARDS



Once again, Globe Life Headquarters in McKinney rolled out the red carpet to honor the winners of the 5th Annual Globe Life Achievement Awards from American Income Division, Family Heritage Division, and Liberty National Division. The cold and windy day did not dampen the spirits of the award winners and their guests or the enthusiastic crowd of well-wishers who greeted them on the Home Office tour.

Winners were accommodated in style at the Adolphus Hotel in Dallas. In addition to cash awards and the beautiful crystal art award, winners and their guests received an afternoon of spa pampering before the evening gala and awards show.

AGENT OF THE YEAR

And Runners Up

- 1 Jason Adams**
Globe Life Liberty National Division, wrote \$1,004,171 in net submit.
- 2 Corey Hulsey**
Globe Life Liberty National Division, wrote \$638,555 in net submit.
- 3 Ron Miller**
Globe Life Family Heritage Division, wrote \$501,124 in NAP.

PERSONAL RECRUITER OF THE YEAR

And Runners Up

- 1 Alipate Makau**
American Income Life, with 18 personal recruits and \$406,876 total premium.
- 2 Matthew Conrad**
American Income Life, with 23 personal recruits and \$342,377 total premium.
- 3 Brent Bowling**
American Income Life, with 19 personal recruits and \$340,539 total premium.

LEGACY AWARD

- 1 Michael Vasu**
American Income Life, with 4 SGA promotions.
- 2 Kevin Peterson**
Globe Life Liberty National Division, with 2 AO promotions.

Congratulations to the winners for their efforts and achievements! It could be YOU in 2021!





Globe Life ACHIEVEMENT AWARDS

2021 Qualifications

Three divisions compete for cash prizes and recognition in 2021. Winners will be invited to Globe Life's headquarters to experience a Home Office tour and luncheon and an exclusive gala in their honor. A winner's photo gallery will be displayed outside Globe Life's Agency Training center throughout 2021.



SALES

**Globe Life Agent of the Year
\$25,000 Prize**

Division Winner – \$10,000 Prize
Division Runner-Up – \$5,000 Prize

The Globe Life Agent of the Year Winner will be the agent who produces the highest net written premium* for all of 2020. The Globe Life Agent of the Year is not eligible to also win the Divisional prize money.

The Division Winner will be the agent who produces the highest net written premium in their respective Division.

The Division Runner-Up will be the agent who produces the second highest net written premium in their respective Division.

Premium production is subject to each Division's quality of business and minimum production standards.

RECRUITING

**Globe Life Recruiter of the Year
\$25,000 Prize**

Division Winner – \$10,000 Prize
Division Runner-Up – \$5,000 Prize

The Globe Life Recruiter of the Year will be the recruiter with the highest individual net premium written by their personal recruits during the 2020 calendar year. The Globe Life Personal Recruiter of the Year is not eligible to also win the Divisional prize money.

The Division Winner will be the agent who produces the highest net premium written by their personal recruits in their respective Division.

The Division Runner-Up will be the agent who produces the second highest net premium written in their respective Division.

Premium production is subject to each Division's quality of business and minimum production standards. To qualify for the award, winners must also have a minimum of 18 personal recruits in 2020. Personal recruits do not come from a professional source like RMS.

LEADERSHIP DEVELOPMENT

**Legacy Award
\$25,000 Prize**

The Business Owner or Agency Owner who promotes two or more managers to the Owner or AO position during the previous two calendar years will receive the Globe Life Achievement Legacy Award. If there's a tie within a Division, no one wins in that year. In addition, Owners will receive a half credit for promoting managers to a Home Office or partnership position. Promotion will only be counted one time.**

American Income Life's production qualification period is January 1, 2020 – December 31, 2020
Liberty National Division's production qualification period is December 31, 2019 – December 28, 2020
Family Heritage Division's production qualification period is December 17, 2019 – December 16, 2020

*Agents will be measured on their respective Division premium requirements and minimum production standards. ALL will be measured on net AP. Family Heritage Division will be measured on NAP. Liberty National Division will be measured on net submit.
**For example, winners are based on promotions during the two previous years. In 2020, we will be looking at promotions from 2019 and 2020. If you won the Legacy Award in 2019 (based on promotions in 2018 and 2019), you cannot use the same promotion to qualify for 2020.

**MGA/RGA LEADERSHIP
COUNCIL**

The **MGA/RGA Leadership Council** is made up of elite managers selected for their successes in the areas of recruiting, training, leadership development, and their history of representing our Company with integrity. The group will meet semi-annually with members of executive management to share their best practices to help grow the company and their agencies.

AIL/NILICO'S 2020 MGA/RGA LEADERSHIP COUNCIL



Walter Icaza
Beto Quintero



Patricia Contreras
Beto Quintero



Britton Costa
Simon Arias



Kim Hamilton
Brett Gryska



Corey Helly
Giglione-Ackerman



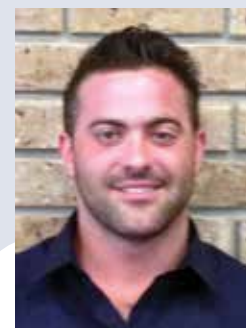
Michael Gertsein
Giglione-Ackerman



Reynolds Akuamo
Theo Pappas



Jeff Espinal
Theo Pappas



Brent Bowling
S-S-Parks-Salvaggi



Ryan Stenglein
Altig-Orlovic

2019 SGAs of the Year Jim Surace and Marcus Smith:

A DOUBLE TAKE ON LEGACY



The two of you are dramatically different and yet each of you brings balance and value in terms of agency culture. Describe the dynamic, how/why it works.

AT AIL-NILICO, even the most casual conversation about the concept of 'legacy' eventually comes to rest on Jim Surace and Marcus Smith, our 2019 SGAs of the Year. Their achievements are singular. Their contributions across every aspect of policy, systems, and procedures in our Company are undeniable. Their influence on agency culture is indelible.

What's their take on their legendary status? We asked!

Jim: ...sometimes horribly! Seriously though, I think besides the obvious friction different gifting brings, it is perfect for who we are and what we have built. Combining our gifting brings the right amount of passion, energy, wisdom and integrity that has attracted those seeking a dynamic and growth-oriented culture.

Marcus: How it works is because we are like-spirited and love the Lord and His word. His grace and mercy is the reason why. God blesses us because we love Him. He honors our desires of wanting His favor and blessing to bless others. Jim is the easy-go-lucky, calm, and loving guy who is like a counselor or pastor. My style is more sports and coaching. It works because of God and Jim's patience.

What is the greatest contribution SS has made to our Company?

Jim: What has been birthed here is a culture that has changed the landscape of AIL. Not only from the number of successful SGA and teams promotions, directors and VPs, but their ability to implant or supplant this culture to other regions of the country and the corporate office itself. There have been five TMK/Globe Legacy Awards so far and every winner of the 'Agency Promotions' (Legacy Award) category has been captured by SS or one of its SGA promotions.

Marcus: Our culture of helping people become their best from Simon Arias, Mike Vasu, James Cunningham, Jamison Weatherspoon, Mat Hart, Zach Hart, Joey Diecedue, Travis Moody, Kevin Holtz, Mario Hajro, Mike LiBassi, Renee Jeffries, Dani Jankowski, David Guzman, Steve Surace, Chris Vasu, and all of our newly-promoted partners: Bulldogg (Bendure), (Dan) Hartwig, Tiny (Salvaggi), and (Matt) Parks. The 'sports culture' I brought into the deal has become huge; the focus on sales professionals as business athletes came from my own beliefs. In 2019, we had over \$27 million gross ALP and 83% retention.

What does the future hold for each of you individually and SS as whole?

Jim: For me personally... honestly, I do not know. I live out my mission 24/7 every day, and trust God will lead me and guide me on the 'what where and when.' For me, the future of SS looks a lot like what I said for me personally. We will continue to focus our mission and protect and grow the culture that has bred so many. I see no end in sight and so have no perceived limits to what we could do and how much we could accomplish.



Marcus: I don't know what the future holds but I'm confident in the One who holds my future. As for SS, the future is SSPS and SSBH, more records to break, more territory to take, more money to make, more millionaires to create.

Congratulations to Jim and Marcus!

I always say if you want to know parents, start with the kids and how they act. Most of the Executive Council and countless others dominating their categories can trace their lineage back to Jim Surace. Jim's legacy speaks volumes. As for Marcus Smith, well, as AIL needed Torchmark (Globe Life) to achieve the unimaginable, Marcus Smith helped take the Surace team to new and record heights. One of the most talented individuals to have ever walked the hall of AIL. Champion after champion comes from this team. Congrats to the legendary Surace-Smith! – **SGA Mat Hart**

Jimbo and Marko, congratulations, gentlemen! I know I speak for everyone when I say your leadership goes way beyond AIL. You have changed so many people spiritually, personally, professionally, and financially. I am blessed first hand to have both of you in my life as mentors, leaders, givers, supporters, and most importantly, family. Being part of the Surace-Smith Bloodline allows me to know I was groomed for greatness and I am eternally grateful for everything you both do! Love u gents! – **SGA Zach Hart**

Jim and Marcus, thank you so much for being the forerunners for so many to follow, look up to, admire, and want to work so hard for along the years. It has been an honor to be a part of the Surace-Smith family. You have paved the way and exemplified servant leadership at your core. All of us throughout this entire great company are better because of you. Congratulations on this award and thank

The Surace-Smith partnership is the definition of class and competitive balance. It embodies the perfect balance of driving a business to greatness and driving a person to be a better version of themselves. You two changed my life and so many others. Not by the business skills you helped me to develop, but by the foundation in both spiritual and personal growth that you instilled in me. Your legacy is not only in the many families you have impacted, but all over the Globe Life companies. I'm not sure where this company would be without you two and what you have done. I love you both. – **SGA Simon Arias**

The BEST of the BEST! Congratulations on an amazing honor! No one is more deserving than you both. Living proof that the more you give, the more you receive. Salute! – **SGA Patrick "Bulldogg" Bendure**

There couldn't be a more worthy and deserving SGA partnership to be recognized as the real MVPs. When I think of these men, I am reminded of the definition of what true servant leadership really entails. Many lives have been changed because of the opportunity these men have created for others and I'm honored to be part of your ever lasting legacy. Thank you for being the example of what true leadership looks like, and paving the way for us all. Congrats on a job well done. Love you both! – **SGA James Cunningham**

They took on four new partners in 2019 and broke their agency into two different parts; each of those parts was large enough to be in Category One. Both of those partnerships grew by mid-teens in 2019, which is an incredible accomplishment. The biggest legacy they have created over the years has been the number of new SGAs and Home Office staff they have promoted. – **Steve Greer, CEO**

Jim and Marcus have developed so many phenomenal leaders in the past who all continue to play crucial roles in our success. Their most selfless act was taking on their four partners in two agencies in the 4th quarter in 2018, which led to amazing growth in 2019. We truly appreciate all that they do to help continue to grow the company. – **David Zophin, President**

Congratulations to Jim and to Marcus on achieving the tremendous honor of SGAs of the Year! It is very special when two individuals like you work together with a unified vision to change as many lives as you have. You have been an example of excellence to us all for many years. We look forward to your continued success as leaders. – **SGAs Rick Altig and Ilija Orlović**



you for showing us all what it means to think big, do big, believe big, and lead BIG! – **SGA Dan Hartwig**

I can't think of anyone more deserving to receive this award than Jim and Marcus. They have changed countless lives through their leadership, developed more leaders, and continue to lead from the front every year, showing everyone what is possible. Congratulations to you both for receiving this prestigious reward! – **SGA Kevin Holtz**

SGAs of the Year is an understatement for the legacy you both have left on this company. I know I am one of many who owe much of their success to you. I thank you so much for your continued guidance, support, and friendship over the years. Congratulations to two of the most deserving recipients of such an outstanding award! – **Danielle Jankowski, Regional Director of Sales**

Congratulations on an incredible performance in 2019 and winning SGAs of the Year! I am so proud to say I am part of your everlasting legacy, and I look forward to watching your agencies continue to grow in years to come. Thank you for all you have both done for me both professionally and personally over the last 14 years – I would not be the person or leader that I am today without the two of you and the guidance you've blessed me with. No one deserves this award more. I love you, Jim and Marcus! – **Renee Jeffries, Division Vice President**

'Tell me what it was like to work for the Surace-Smith agency.' There is no question I receive more from the field while visiting other agencies than this one. There is also no other question that I'm happier to answer than

this one. Every time, I swell up with pride as I remind myself how privileged I was to get my start in our company under the mentorship of Jim and Marcus. I have no doubt that the successes I'm able to enjoy in my career would not be possible if Jim and Marcus never entered my life; for that I'm forever grateful for the impact they have had on me. – **Mike LiBassi, Division Senior Vice President**

Congratulations, Jim and Marcus, on being SGAs of the Year. The success and winning never seem to stop or slow down due to the leaders at the top of that organization. I am grateful for the leadership you provide to the Company and myself. – **SGA Travis Moody**

Jim and Marcus, thank you for your continuous example of competitiveness forged with character and charity. It's rare to find all of those qualities shining through so consistently in an organization. Your championship caliber bloodline is evident throughout the entire company. You have promoted some of the most successful SGAs in the Company's history and it's a true testament to your leadership and influence. – **SGA Matt Parks**

I'm truly honored to have been a part of the Surace-Smith SGA office. They are so real and down to earth. I can tell they genuinely care about everyone in their organization and this award couldn't have gone to a better group of individuals. We are so blessed to have them as a part of our AIL family. Hats off and congratulations! – **SGA John Sparby**

Recognition is the result of consistent daily discipline, hard work and focused dedication. I could not be more proud to have the heritage of Surace-Smith. With the leadership that exists and witnessing the up-and-coming leadership in the ranks, I could not be more excited for Surace-Smith and its partners and for our

great company! Congratulations on an incredible year! – **Steve Surace, Regional Director of Sales**

Jim and Marcus – It's impossible to describe the magnitude of the impact that you both have had on this company, on us as leaders, and on us as human beings. You have changed our lives, and we're forever grateful to you for the gifts you've given us and the lessons you've taught us. Even though you've accomplished so much, it still feels like this is only the beginning. I can't wait to see what's next! Thank you for all you've done, and all you continue to do for this company and for all of us. – **Chris Vasu, Director of Recruiting**

To many, this is a remarkable achievement, but to those that have been fortunate enough to have been exposed to Jim Surace and Marcus Smith's leadership, it is no surprise. With over 50 years of combined service to this company, you'd think they would have lost their hunger to compete and win, but they haven't. It is such an honor to have been birthed into American Income Life in the Surace-Smith organization and it is truly a joy to celebrate this amazing accomplishment. Congratulations on leading the top two organizations in Category I for American Income Life in 2019 and being named SGAs of the Year. I cannot think of two leaders that deserve more recognition and praise than the two of you. – **SGA Mike Vasu**

Sometimes you don't recognize how well you were raised until you hit the "real world." Having been an SGA for almost 10 years now, there is not a day that goes by that I don't recognize how fortunate I am to have been mentored directly by Jim & Marcus. From Jim providing Nicole's and my pre-marriage counseling to Marcus holding me accountable to growing mind, body and spirit still to this day – there is no way to pay back what has been given except in the way of paying it forward. Thank you, Jim & Marcus, for your incredible coaching, mentoring and love. – **SGA Jamison Weatherspoon**



1
KALEN DUGAN
EL SOBRANTE, CA



2
TRENTON MILLER
SACRAMENTO, CA



3
AMY MONTELIUS
SAN DIMAS, CA



4
SILAS MERKEL
CLEVELAND, OH



5
KEVIN GILLUM
BRUNSWICK, OH



6
CORY CANNATARO
EDISON, NJ



7
JOSHUA HOSENBOLD
ALAMONTE SPRINGS, FL



8
DEVIN FINLEY
CLEVELAND, OH



9
JUSTIN IRWIN
ROCKVILLE, MD



10
RAMON NORONHA
WILMINGTON, MA



11
XAVIER WILLIAMS
HOUSTON, TX



12
MARK BRUCE
HOUSTON, TX



13
ABENI REYNOLDS
WEXFORD, PA



14
SUSANA VARGAS
FLUSHING, NY



15
BRANDON YANG
SACRAMENTO, CA



16
LEBERT MCBEAN
FLUSHING, NY



17
JENNY KALY
VANCOUVER, WA



18
DABERECHI ANELE
WINNIPEG, MB



19
DAV-ERNAN KOWLESSAR
HALIFAX, NS



20
RACHAEL GLAMP
LYNNWOOD, WA



ICEBREAKERS
CONNOR O'LEARY
TROY, MI



KEVIN PHARAON
WEXFORD, PA



BRANDON JOHNSON
DESOTO, TX

FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Kalen Dugan	\$40,453	94	Harold Durana	Altig-Orlovic	
2	Trenton Miller	\$33,987	94	Mark Neilson	Altig-Orlovic	
3	Amy Montelius	\$33,545	94	Phi Phan	Desi Dimitrova	
4	Silas Merkel	\$31,388	99	Derek Foore	S-S-Parks-Salvaggi	
5	Kevin Gillum	\$30,180	96	Mark Neilson	Altig-Orlovic	
6	Cory Cannataro	\$26,512	100		Giglione-Ackerman	
7	Joshua Hosenbold	\$26,170	95	Beau Locker	Matt Henderson	
8	Devin Finley	\$24,179	89	Matthew Dawson	S-S-Parks-Salvaggi	
9	Justin Irwin	\$23,822	87	Philip McCulloch	Kyle Wrobel	
10	Ramon Noronha	\$23,150	96	Jeffrey Hall	Serur-Yagjian	
11	Xavier Williams	\$22,123	100	Dominick Williams	Michael Vasu	
12	Mark Bruce	\$19,625	91	Clayton Slaughter	Michael Vasu	
13	Abeni Reynolds	\$19,205		74.2	Timothy Bugge	Simon Arias
14	Susana Vargas	\$19,176	90	Ed-Maggie Myrthil	Theodore Pappas	
15	Brandon Yang	\$18,681	88	Mark Neilson	Altig-Orlovic	
16	Lebert McBean	\$18,371	100	Reynolds Akuamo	Theodore Pappas	
17	Jenny Kaly	\$17,911	98	Daniel Perkins	Altig-Orlovic	
18	Daberechi Anele	\$17,187	97	Carlo Buhay	Altig-Orlovic	
19	Dav-Ernan Kowlessar	\$17,181	100	Phillip Waisman	Satti-Kanaan	
20	Rachael Glamp	\$17,041	95	Darez Meriwether	Altig-Orlovic	
21	Weslee Cajeras	\$16,727	96	Jonathan Da-al	Steve Friedlander	
22	Connor O'Leary	\$16,615	100	Joseph Gojcay	Zach Hart	
23	Kevin Pharaon	\$16,103	100	Timothy Bugge	Simon Arias	
24	Martin Preciado-Lomeli	\$16,055	100	Phi Phan	Desi Dimitrova	
25	Brandon Johnson	\$15,816	98	Samuel Artzis	A-O-Lorence	
26	Bryan Stoddard	\$15,576	91	Jeffrey von Kienast	Josh West	
27	William Davies	\$15,370	87	Melinda-Rae Lyse	Altig-Orlovic	
28	Samuel Fioretti	\$15,369	100	William Davies	Altig-Orlovic	
29	Chilynn Acevedo	\$15,346	97		Fisher-Zuzick	
30	Priscila Gonzalez	\$15,278	100	Mark Neilson	Altig-Orlovic	
31	Tanner West	\$15,239	84	Clayton Slaughter	Michael Vasu	
32	David Snider	\$15,182	100	Brandon Neal	Hart-Dushaj	
33	Travis Carpenter	\$15,165	96	Jacqueline Kabluyen	Altig-Orlovic	
34	Philip Burnett	\$15,126	96	Jesse Fullmer	Altig-Orlovic	
35	Adam Wheeler	\$15,070	89	Michael van Delft	Satti-Kanaan	
36	Laila Abadi	\$14,647		75.3	Corey Helly	Giglione-Ackerman
37	Christopher Short	\$14,603	89	Romal Omid	Mathew Hart	
38	Dereck Mukuku	\$13,961	100	Brandon Summerton	Altig-Orlovic	
39	Tanniedra Childs	\$13,909	100	Gary Slocum	Desi Dimitrova	
40	April Baxter	\$13,693	100		Chad Potts	
41	Jacob Stephens	\$13,668	92	Clint Perry	Altig-Orlovic	
42	Michael Jervinsky	\$13,579	100	Derek Foore	S-S-Parks-Salvaggi	
43	Priscilla Blanco	\$13,335	86	Phi Phan	Desi Dimitrova	
44	Michael Santosuosso	\$13,195	94	John Santosuosso	Brett Gryska	
45	Adrian Choulagh	\$13,167	100	Edward Leon	Hart-Dushaj	
46	Stacye Tanksley	\$13,087	100	Clayton Slaughter	Michael Vasu	
47	Brad Toyama	\$13,020		81.7	Tiffany Beadnell	Altig-Orlovic
48	Derrick Schneider	\$12,963	84	Jeffrey Tillman	S-S-Bendure-Hartwig	
49	Erin Frazier	\$12,867	94	Sokol Fazliu	Simon Arias	
50	Damaris Trejo	\$12,769	91	Zach Otto	Sabrina Lloyd	

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Kalen Dugan	\$96,761	94	Harold Durana	Altig-Orlovic	
*2	Kevin Gillum	\$84,826	96	Mark Neilson	Altig-Orlovic	
*3	Trenton Miller	\$61,369	94	Mark Neilson	Altig-Orlovic	
*4	Amy Montelius	\$45,778	94	Phi Phan	Desi Dimitrova	
*5	Lambert McElrath	\$42,190	99	Brent Bowling	S-S-Parks-Salvaggi	
*6	Todd Krupa	\$41,549	92	Jessica Chang	Altig-Orlovic	
*7	Silas Merkel	\$41,217	99	Derek Foore	S-S-Parks-Salvaggi	
*8	Weslee Cajeras	\$38,744	96	Jonathan Da-al	Steve Friedlander	
*9	Devin Finley	\$38,549	89	Matthew Dawson	S-S-Parks-Salvaggi	
*10	Mark Bruce	\$31,678	91	Clayton Slaughter	Michael Vasu	
11	Abeni Reynolds	\$31,414		74.2	Timothy Bugge	Simon Arias
12	Adam Wheeler	\$30,990	89	Michael van Delft	Satti-Kanaan	
13	Katy Rivera	\$30,632		76.7	Mark Lahijani	Theodore Pappas
14	Susana Vargas	\$30,063	90	Ed-Maggie Myrthil	Theodore Pappas	
15	Katherine Nummy	\$29,610	81	Tyler Dahlin	Brett Gryska	
16	Ramon Noronha	\$29,587	96	Jeffrey Hall	Serur-Yagjian	
17	Joshua Hosenbold	\$29,422	95	Beau Locker	Matt Henderson	
18	William Jones	\$29,256	100	Paul Smith	Zach Hart	
19	Rochelle Magpantay	\$28,926	92	Michael Mandella	Altig-Orlovic	
20	Leanna Sinclair	\$28,135		82.3	Joshua Bacchus	Altig-Orlovic
21	Delyssa Allen	\$28,134	97	Edward Leon	Hart-Dushaj	
22	Ayishatu Nuhu	\$27,836	86	Mariam Shahid	Theodore Pappas	
23	Nicholas Krause	\$27,736	88	Jeffrey Hudson	Zach Hart	
24	Rachael Glamp	\$27,669	95	Darez Meriwether	Altig-Orlovic	
25	Walid Elshahed	\$27,423	86	Iffrah Tahir	Byron Paz	
26	Brandon Yang	\$27,066	88	Mark Neilson	Altig-Orlovic	
27	Cory Cannataro	\$26,512	100		Giglione-Ackerman	
28	Risa Moniz	\$26,483	94	Dan Ikei	Altig-Orlovic	
29	Kristina Short	\$26,459	95	Michael Mandella	Altig-Orlovic	
30	Nicholas Llewellyn	\$25,682		74.1	Brent Bowling	S-S-Parks-Salvaggi
31	Terrel Hunt	\$25,655	92	Shahab Mahdavejad	Theodore Pappas	
32	Connor O'Leary	\$25,501	100	Joseph Gojcay	Zach Hart	
33	Joseph Sansobrin	\$25,354	84	Mariam Shahid	Theodore Pappas	
34	Jasmin Hidalgo	\$25,312		74.3	Walter Henderson	Altig-Orlovic
35	Martin Preciado-Lomeli	\$25,037	100	Phi Phan	Desi Dimitrova	
36	Azasha Menifield	\$24,919	89	Samuel Boyle	Simon Arias	
37	Roberto Samano Diaz	\$24,865	89	Jacqueline Kabluyen	Altig-Orlovic	
38	Christopher Short	\$24,731	89	Romal Omid	Mathew Hart	
39	Andrea Monaghan	\$24,433	100	Michael Barlettano	Giglione-Ackerman	
40	Samuel Fioretti	\$24,419	100	William Davies	Altig-Orlovic	
41	Anthony Salerno	\$24,316	86	Kimberly Hamilton	Brett Gryska	
42	Vivian Trinh	\$24,186	89	Denis Snyder	Altig-Orlovic	
43	Lloyd Patterson	\$24,182		76.9	Mark Lahijani	Theodore Pappas
44	Travis Carpenter	\$24,139	96	Jacqueline Kabluyen	Altig-Orlovic	
45	Jacob Stephens	\$23,961	92	Clint Perry	Altig-Orlovic	
46	Tyra Hamilton	\$23,900	87	Michael Mandella	Altig-Orlovic	
47	Ryan Clawson	\$23,818	95	Matthew Conrad	S-S-Parks-Salvaggi	
48	Priscilla Blanco	\$23,809	86	Phi Phan	Desi Dimitrova	
49	Jordan Young	\$23,447	94	Phillip Waisman	Satti-Kanaan	
50	Tanner Arbuthnot	\$23,411	89	Beau Locker	Matt Henderson	

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
JOSHUA DISHONG
COLUMBUS, OH



2
MUHAMMED ASHRAF
FLUSHING, NY



3
CARMEN ARROYO
FLUSHING, NY



4
MICHAEL VAN DELFT
HALIFAX, NS



5
CARRISA KORRES
LOMBARD, IL



6
AL-KARIM WALJI
EDMONTON, AB



7
IAN PICKETT
VANCOUVER, BC



8
MAX QUASEM
LOS ANGELES, CA



9
ROGER FREDERICKS
LAS VEGAS, NV



10
MIKE REED
LONDON, ON



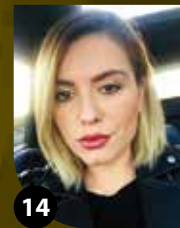
11
JOHNATHON BOGOSLWSKI
ST FRANCOIS XAVIER, MB



12
LUIS MIRANDA
ALTAMONTE SPRINGS, FL



13
ATIYA BELL
EDISON, NJ



14
ROVENA LULGJURAJ
TROY, MI



15
MAREN CONWAY
BLUE BELL, PA



16
MAGALY UNA
FLUSHING, NY



17
MEARDEY KIM
ORLEANS, ON



18
OSCAR GASTELUM
SAN DIEGO, CA



19
GEORGE KAMEL
COLUMBUS, OH



20
AARON EBEL
LOS ALTOS, CA

FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$56,496	77.8	Joshua Dishong	S-S-Bendure-Hartwig
2	Muhammed Ashraf	\$38,361	81.2	Sabrina Kryshundayal	Theodore Pappas
3	Carmen Arroyo	\$31,378	83.4	Levar Morgan	Theodore Pappas
4	Michael van Delft	\$30,832	86.2	Michael van Delft	Satti-Kanaan
5	Carrisa Korres	\$30,666	86.6	David Wang	Bob Olson
6	Al-Karim Walji	\$30,633	93.5		Altig-Orlovic
7	Ian Pickett	\$30,267	73.8	Bobby Gujral	Altig-Orlovic
8	Max Quasem	\$27,730	88.7		Cohen-Cohen
9	Roger Fredericks	\$26,958	80.4	Adrienne Bragas	Altig-Orlovic
10	Mike Reed	\$25,619	84.5	Meaghan Krecsko	Altig-Orlovic
11	Johnathon Bogoslawski	\$24,017	80.1	Sara Vaz	Altig-Orlovic
12	Luis Miranda	\$22,876	76.9	Beau Locker	Matt Henderson
13	Atiya Bell	\$22,408	74.7	Magda Figueiredo	Giglione-Ackerman
14	Rovena Lulgjuraj	\$22,090	94.3	Joseph Gojcaj	Zach Hart
15	Maren Conway	\$21,301	80.5	Marisa Willgruber	Pappas-Quadri
16	Magaly Una	\$20,776	84.7	Shahab Mahdavinejad	Theodore Pappas
17	Meardey Kim	\$20,635	82.1	Yussuf El-Zein	Altig-Orlovic
18	Oscar Gastelum	\$20,632	80.6		Cindy Furer
19	George Kamel	\$19,853	81.2	James Sherwood	S-S-Bendure-Hartwig
20	Aaron Ebel	\$19,671	74.6	Jenny Kim	Altig-Orlovic
21	Ho Tran	\$19,658	78.2	Joshua Olin	Altig-Orlovic
22	Roger Fung	\$19,483	85.0		Mathew Hart
23	Michel Merinos	\$19,300	80.1	Pablo De La Cruz	Jose Carvajal
24	Elizabeth Garcia	\$19,198	77.9	Zach Otto	Sabrina Lloyd
25	Joe Lewo	\$19,151	78.9	Beau Locker	Matt Henderson
26	Tomarus Burks	\$18,920	76.4	Kevin Davis	Tom Williams
27	Lily Sakai	\$18,863	93.2		Cohen-Cohen
28	Jillian Getz	\$18,665	82.0	Eno Iftiu	Mario Hajro
29	Pablo Solis	\$18,487	77.1	Pablo Solis	Mathew Hart
30	Tony Georges	\$18,192	81.5	Matthew Conrad	S-S-Parks-Salvaggi
31	Mark Lomonaco	\$18,178	82.6	Michael Burningham	Altig-Orlovic
32	Felipe Machado-Santanna	\$17,652	73.4	Begona Patino-Lopez	Cisco Perez
33	Ellen Tuttle	\$17,629	89.0		Brett Gryska
34	Omar Hashimi	\$17,538	82.8		Don Foti
35	Austin Rockall	\$17,473	75.8	Sara Vaz	Altig-Orlovic
36	Jody-Ann Peters	\$17,244	87.0	Melinda-Rae Lyse	Altig-Orlovic
37	Patricia Santamarina	\$17,193	79.0	Michael Mandella	Altig-Orlovic
38	Bradley Christiansen	\$17,178	84.2	Darrell Asbell	Altig-Orlovic
39	Ryan Vance	\$17,127	85.9	Derek Foore	S-S-Parks-Salvaggi
40	Kellie Tucker	\$16,943	80.8	Genna DeMetsenaere	Andrew Wagner
41	Debbie-Ann Whitehorne	\$16,746	77.8	Joshua Bacchus	Altig-Orlovic
42	Fabiola Del Palacio	\$16,662	86.0	Erin Allen	Richard Correa
43	Richard Bentley	\$16,421	85.9	Ryan Wilson	Philip Prata
44	Mari Andrade	\$16,342	80.4	Peter Gabranski	Serur-Yagjian
45	Sonia Silva	\$16,258	77.9	Shawn Lewicki	Hart-Lewicki
46	Lleison Martinez	\$16,211	79.9	Begona Patino-Lopez	Cisco Perez
47	Turissa Keys	\$16,124	77.3	Daisy Pyeatt	Michael Vasu
48	David Melendrez	\$16,121	78.4		Cindy Furer
49	Benjamin Ainscough	\$16,092	83.3	Alan Sedaghat	Altig-Orlovic
50	Maria Diring	\$15,607	81.2	David Wang	Bob Olson

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$138,728	77.8	Joshua Dishong	S-S-Bendure-Hartwig
*2	Muhammed Ashraf	\$66,376	81.2	Sabrina Kryshundayal	Theodore Pappas
*3	Al-Karim Walji	\$63,821	93.5		Altig-Orlovic
*4	Ian Pickett	\$61,689	73.8	Bobby Gujral	Altig-Orlovic
*5	Michael van Delft	\$61,088	86.2	Michael van Delft	Satti-Kanaan
*6	Maren Conway	\$54,262	80.5	Marisa Willgruber	Pappas-Quadri
*7	Roger Fredericks	\$53,289	80.4	Adrienne Bragas	Altig-Orlovic
*8	Max Quasem	\$51,428	88.7		Cohen-Cohen
*9	Carmen Arroyo	\$49,415	83.4	Levar Morgan	Theodore Pappas
*10	Lily Sakai	\$46,535	93.2		Cohen-Cohen
11	Mike Reed	\$42,576	84.5	Meaghan Krecsko	Altig-Orlovic
12	Meardey Kim	\$41,997	82.1	Yussuf El-Zein	Altig-Orlovic
13	Felipe Machado-Santanna	\$41,843	73.4	Begona Patino-Lopez	Cisco Perez
14	Luis Miranda	\$41,685	76.9	Beau Locker	Matt Henderson
15	Daniel Perkins	\$40,706	77.1	Joshua Olin	Altig-Orlovic
16	Joe Lewo	\$38,613	78.9	Beau Locker	Matt Henderson
17	Tony Georges	\$37,373	81.5	Matthew Conrad	S-S-Parks-Salvaggi
18	Patricia Santamarina	\$35,347	79.0	Michael Mandella	Altig-Orlovic
19	Roger Fung	\$35,122	85.0		Mathew Hart
20	Ryan Vance	\$34,811	85.9	Derek Foore	S-S-Parks-Salvaggi
21	Richard Carter	\$34,342	91.9	Clint Perry	Altig-Orlovic
22	Brooklyn Herod	\$34,178	75.9		Moswen Taylor
23	Aref Sayegh	\$33,014	86.5	Phillip Waisman	Satti-Kanaan
24	Carrisa Korres	\$32,919	86.6	David Wang	Bob Olson
25	Fabiola Del Palacio	\$32,751	86.0	Erin Allen	Richard Correa
26	Austin Rockall	\$32,112	75.8	Sara Vaz	Altig-Orlovic
27	Allison Kusgen	\$32,046	86.9	Jon Morrow	S-S-Parks-Salvaggi
28	Lleison Martinez	\$31,981	79.9	Begona Patino-Lopez	Cisco Perez
29	Mark Lomonaco	\$31,576	82.6	Michael Burningham	Altig-Orlovic
30	Dustin Dunbar	\$31,347	91.6		Dustin Venekamp
31	Omar Hashimi	\$31,157	82.8		Don Foti
32	Johnathon Bogoslawski	\$31,115	80.1	Sara Vaz	Altig-Orlovic
33	Marie Campbell	\$30,815	80.7	Marie Campbell	Bob Olson
34	Pablo Solis	\$30,620	77.1	Pablo Solis	Mathew Hart
35	Irma Gallardo	\$30,484	89.9	Steven Warner	Altig-Orlovic
36	Bradley Christiansen	\$30,449	84.2	Darrell Asbell	Altig-Orlovic
37	Joachim Jean	\$30,446	92.7	Ryan Hall	Laura Fisher
38	Rovena Lulgjuraj	\$30,224	94.3	Joseph Gojcaj	Zach Hart
39	Maria Diring	\$29,925	81.2	David Wang	Bob Olson
40	Bryan Juskiw	\$29,818	84.1	Bryan Juskiw	S-S-Bendure-Hartwig
41	Sharif Grays	\$29,474	81.9		Cindy Furer
42	Richard Bentley	\$29,405	85.9	Ryan Wilson	Philip Prata
43	Daniel Prinzo	\$29,103	84.0	Brent Bowling	S-S-Parks-Salvaggi
44	Jenny Alvarez	\$28,943	82.0	Atta Saleh	Theodore Pappas
45	Dina Boghdady	\$28,932	79.5	Luay Ghawi	Altig-Orlovic
46	Arif Hajro	\$28,805	88.7	Eno Iftiu	Mario Hajro
47	Leonardo Perez	\$28,563	83.0	Richard Pazzak	Bob Olson
48	Jesse Fullmer	\$28,071	84.1	Clint Perry	Altig-Orlovic
49	Myaa Fallon	\$27,838	81.1	Myaa Fallon	Jamison Weatherspoon
50	Babajide Obashoto	\$27,763	78.1	Tiffany Babin-Washington	Jay Washington

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,517,034 Net ALP — MAX QUASEM 11/30/19

SUPERVISING AGENTS



1
MORIAH CHANDLER
ALTAMONTE SPRINGS, FL



2
JASON KHODADADIAN
FLUSHING, NY



3
TALEB JAMMOUL HAJALI
MIAMI, FL



4
JEFFERY MAY
CLEVELAND, OH



5
JOSHUA EGYUD
WEXFORD, PA



6
WILLIAM BENLINE
ST LOUIS, MO



7
IAN ROULEAU
TROY, MI



8
DANIEL DURGIN
WILMINGTON, MA



9
SULLENA STATON
WEXFORD, PA



10
GEOFFERY OSILI
INDIANAPOLIS, IN

FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Moriah Chandler	\$76,546	\$77,122	92	Beau Locker	Matt Henderson
2	Jason Khodadadian	\$48,888	\$62,990	84	Mariam Shahid	Theodore Pappas
3	Taleb Jammoul Hajali	\$45,472	\$54,691	94	Patricia Contreras	Beto Quintero
4	Jeffery May	\$37,725	\$50,025		88.2 Derek Foore	S-S-Parks-Salvaggi
5	Joshua Egyud	\$36,218	\$46,686		78.8 Sokol Fazliu	Simon Arias
6	William Benline	\$31,076	\$35,963	89	Brandon Neal	Hart-Dushaj
7	Ian Rouleau	\$30,930	\$45,842	90	Paul Smith	Zach Hart
8	Daniel Durgin	\$28,929	\$40,054		74.9 Jeffrey Hall	Serur-Yagjian
9	Sullena Staton	\$28,624	\$63,690	85	Steven Dell	Simon Arias
10	Geoffery Osili	\$23,087	\$26,782	88	Jeffrey von Kienast	Josh West
11	Vincent Massari	\$22,713	\$28,291		85.3	Simon Arias
12	Derek Pratt	\$20,691	\$20,686		100.0 Paul Rumbuc	Brett Gryska
13	Benzack Cooper	\$20,634	\$24,908		74.2 Edward Leon	Hart-Dushaj
14	Triston Miller	\$20,421	\$31,402	96	Brent Bowling	S-S-Parks-Salvaggi
15	Diana Arango	\$20,043	\$20,874	89	Juan Diaz	Gonzalez-H-W
16	Ivoni Fuimaono	\$19,275	\$21,233	94	Paul Kelly	Steve Friedlander
17	Deion Alocozy	\$19,049	\$25,602	88	Michael Romero	Mathew Hart
18	Cassandra Bryce	\$19,007	\$25,893	94	Claude Hamilton	Satti-Kanaan
19	Anastasiia Balytska	\$18,966	\$25,273	95	Phi Phan	Desi Dimitrova
20	Jonathan Conn	\$18,504	\$30,029	92	Joseph Gojcaj	Zach Hart

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Moriah Chandler	\$136,699	\$144,738	92	Beau Locker	Matt Henderson
*2	Jason Khodadadian	\$115,287	\$153,896	84	Mariam Shahid	Theodore Pappas
*3	Ian Rouleau	\$98,199	\$112,612	90	Paul Smith	Zach Hart
*4	Taleb Jammoul Hajali	\$71,784	\$87,656	94	Patricia Contreras	Beto Quintero
*5	Jonathan Conn	\$68,926	\$84,480	92	Joseph Gojcaj	Zach Hart
6	Joshua Egyud	\$67,836	\$90,876		78.8 Sokol Fazliu	Simon Arias
7	Benzack Cooper	\$58,465	\$66,160		74.2 Edward Leon	Hart-Dushaj
8	Triston Miller	\$58,134	\$77,974	96	Brent Bowling	S-S-Parks-Salvaggi
9	Sullena Staton	\$52,952	\$104,987	85	Steven Dell	Simon Arias
10	Jeffery May	\$48,352	\$66,340		88.2 Derek Foore	S-S-Parks-Salvaggi
11	William Benline	\$39,574	\$50,410	89	Brandon Neal	Hart-Dushaj
12	Daniel Durgin	\$37,981	\$56,293		74.9 Jeffrey Hall	Serur-Yagjian
13	Jerome Benenati	\$35,576	\$39,102	90	Joseph Gojcaj	Zach Hart
14	Vincent Massari	\$32,930	\$44,384		85.3	Simon Arias
15	Anthony Billhimer	\$30,455	\$37,728	85	Tristan Dlabik	Simon Arias
16	Takeya Tatum	\$30,301	\$39,721	90	Jovanie Scarlett	Kyle Johnson
17	Nicholas Llewellyn	\$30,032	\$55,715	85	Brent Bowling	S-S-Parks-Salvaggi
18	Derek Pratt	\$29,775	\$37,131		100.0 Paul Rumbuc	Brett Gryska
19	Marvin Gonzalez	\$28,996	\$47,457		74.2 Mark Lahijani	Theodore Pappas
20	Anastasiia Balytska	\$28,838	\$40,471	95	Phi Phan	Desi Dimitrova

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$788,594 Net ALP — ARIF HAJRO

GENERAL AGENTS



1
JOE LEWO
ALTAMONTE SPRINGS, FL



2
BRANDON DUSEVIC
TROY, MI



3
KLYO VIDAL
MIAMI, FL



4
JENNA GRULA
WEXFORD, PA



5
ANTON LJULJDJURAJ
ST. LOUIS, MO



6
DANIEL PRINZO
CLEVELAND, OH



7
KEELAND BRYANT
JACKSON, MS



8
JEAN ROMERO CAPOTE
HOUSTON, TX



9
JAYDAN HERON-SMITH
MARIETTA, GA



10
ERIC CABALLERO
LUBBOCK, TX

FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Joe Lewo	\$78,831	\$99,278	93	Beau Locker	Matt Henderson
2	Brandon Dusevic	\$77,282	\$132,735	89	Paul Smith	Zach Hart
3	Klyo Vidal	\$71,152	\$89,225	94	Patricia Contreras	Beto Quintero
4	Jenna Grula	\$60,268	\$87,452		79.7 Sokol Fazliu	Simon Arias
5	Anton Ljuljdjuraj	\$54,019	\$72,075	99	Brandon Neal	Hart-Dushaj
6	Daniel Prinzo	\$50,160	\$118,610		80.2 Brent Bowling	S-S-Parks-Salvaggi
7	Keeland Bryant	\$46,249	\$61,804	90	Ashley Clarke	Ernest Powell
8	Jean Romero Capote	\$39,266	\$49,065	96		HO Houston Latino
9	Jaydan Heron-Smith	\$38,627	\$55,757	90	Jovanie Scarlett	Kyle Johnson
10	Eric Caballero	\$36,339	\$37,891	90	Heriberto Chavez	Richard Correa
11	Christian Gojcaj	\$35,164	\$47,782	96	Edward Leon	Hart-Dushaj
12	Christopher Ross	\$34,303	\$54,545		73.9 Jeffrey Hall	Serur-Yagjian
13	Tahis Quintero Bonilla	\$34,206	\$41,276	94		HO Houston Latino
14	Erika Walker	\$34,144	\$62,576	92	Michael Mandella	Altig-Orlovic
15	Valentino Kalaj	\$33,942	\$71,583	90	Joseph Gojcaj	Zach Hart
16	Jorge Toribio	\$33,315	\$70,220	90	Jeffrey Espinal	Theodore Pappas
17	Erica Robertson	\$32,729	\$60,356	97	Timothy Bugge	Simon Arias
18	Jacob Brown	\$31,826	\$33,461		79.6 Edward Leon	Hart-Dushaj
19	Doris Martinez Garcia	\$31,628	\$82,129	89	Sergio Carta	Beto Quintero
20	Daniel Foore	\$30,716	\$57,818		82.0 Derek Foore	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Brandon Dusevic	\$183,356	\$280,548	89	Paul Smith	Zach Hart
*2	Joe Lewo	\$151,331	\$196,756	93	Beau Locker	Matt Henderson
*3	Daniel Prinzo	\$114,301	\$262,449		80.2 Brent Bowling	S-S-Parks-Salvaggi
*4	Klyo Vidal	\$112,453	\$150,971	94	Patricia Contreras	Beto Quintero
*5	Jenna Grula	\$108,978	\$169,335		79.7 Sokol Fazliu	Simon Arias
6	Mohamad Raychouni	\$84,224	\$136,391	88	Joseph Gojcaj	Zach Hart
7	Anton Ljuljdjuraj	\$83,149	\$120,464	99	Brandon Neal	Hart-Dushaj
8	Jorge Toribio	\$82,996	\$152,847	90	Jeffrey Espinal	Theodore Pappas
9	Jacob Brown	\$81,034	\$90,987		79.6 Edward Leon	Hart-Dushaj
10	Erika Walker	\$77,971	\$131,440	92	Michael Mandella	Altig-Orlovic
11	Eric Caballero	\$77,034	\$83,057	90	Heriberto Chavez	Richard Correa
12	Keeland Bryant	\$73,104	\$98,423	90	Ashley Clarke	Ernest Powell
13	Jean Romero Capote	\$70,088	\$83,180	96		HO Houston Latino
14	Jaydan Heron-Smith	\$64,370	\$124,453	90	Jovanie Scarlett	Kyle Johnson
15	Travis Kovach	\$60,354	\$161,841		81.8 Matthew Conrad	S-S-Parks-Salvaggi
16	Valentino Kalaj	\$58,688	\$109,647	90	Joseph Gojcaj	Zach Hart
17	Adel Al Choufi Naim	\$58,424	\$59,395	92	Juan Diaz	Gonzalez-H-W
18	Tahis Quintero Bonilla	\$57,594	\$85,984	94		HO Houston Latino
19	Daniel Foore	\$55,968	\$96,109		82.0 Derek Foore	S-S-Parks-Salvaggi
20	Erica Robertson	\$55,866	\$105,755	97	Timothy Bugge	Simon Arias

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

MASTER GENERAL AGENTS

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	123.0%	\$190,984	\$85,648	76.3	Theodore Pappas	
II Beau Locker	36.0%	\$189,595	\$139,393	73.5	Matt Henderson	
Patricia Contreras	18.3%	\$112,460	\$95,100	80.9	Beto Quintero	
Walter Icaza	11.8%	\$109,063	\$97,535	77.9	Beto Quintero	
III Mark Lahijani	37.0%	\$126,232	\$92,138	74.5	Theodore Pappas	
IV Phi Phan	261.4%	\$148,650	\$41,128	78.2	Desi Dimitrova	
Romal Omid	127.7%	\$117,713	\$51,701	77.4	Mathew Hart	
Marisa Willgruber	32.8%	\$77,683	\$58,484	73.9	Pappas-Quadri	
V Michael Mandella	22.6%	\$100,768	\$82,211	73.4	Altig-Orlovic	
VI Brody Maughan-Evanson	79.6%	\$81,226	\$45,232	80.9	Simon Arias	
Slavita Hut	67.9%	\$51,341	\$30,579	77.3	John Young	
Clint Perry	29.6%	\$86,811	\$66,962	80.7	Altig-Orlovic	
VII Sokol Fazliu	57.1%	\$88,865	\$56,576	75.2	Simon Arias	
Sean Velasquez	39.9%	\$80,221	\$57,341	81.5	Cohen-Cohen	
Ed-Maggie Myrthil	11.6%	\$63,963	\$57,296	73.2	Theodore Pappas	
VIII Christopher Hintz	95.0%	\$81,044	\$41,556	78.7	Altig-Orlovic	
Michael Burningham	89.3%	\$79,829	\$42,165	83.6	Altig-Orlovic	
Justin Adams	78.8%	\$30,939	\$17,306	75.4	Simon Arias	
IX Melinda-Rae Lyse	198.6%	\$82,212	\$27,531	77.2	Altig-Orlovic	
Claude Hamilton	95.4%	\$64,451	\$32,991	74.9	Satti-Kanaan	
Steven Warner	63.7%	\$51,120	\$31,219	79.6	Altig-Orlovic	
X Kevin Appasamy	165.3%	\$48,506	\$18,283	82.1	Altig-Orlovic	
Darrell Asbell	85.8%	\$63,065	\$33,944	74.8	Altig-Orlovic	
Carlo Buhay	45.9%	\$49,301	\$33,799	78.1	Altig-Orlovic	
XI Theodore Ryan	123.0%	\$51,906	\$23,281	75.2	Brett Gryska	
Michael Russo	34.0%	\$40,617	\$30,310	81.8	Laura Fisher	
Jordan Chalom	23.3%	\$34,162	\$27,715	79.2	Josh Chalom	
XII Levar Morgan	138.3%	\$73,617	\$30,890	79.8	Theodore Pappas	
Joshua Bacchus	67.7%	\$36,588	\$21,816	79.2	Altig-Orlovic	
Joshua Goodman	54.9%	\$45,918	\$29,650	73.0	Richard Correa	
XIII Bobby Park	982.9%	\$50,527	\$4,666	73.4	Altig-Orlovic	
Thomas Romeo	516.7%	\$30,121	\$4,884	77.9	Pappas-Quadri	
Shawn Lewicki	328.1%	\$42,221	\$9,863	75.8	Hart-Lewicki	
XIV Anacleto Arevalo	213.9%	\$31,043	\$9,890	81.7	Altig-Orlovic	
Daniel G Johnson	65.5%	\$17,446	\$10,540	80.9	Andre McCallum	
Richard Pazak	58.1%	\$30,095	\$19,030	80.1	Bob Olson	
XV Alexandra Graham	973480700.0%	\$32,449	\$0	85.4	Greg Graham	
Jadwiga Martins	252.7%	\$2,797	\$793	76.0	Altig-Orlovic	
Daisy Pyeatt	62.5%	\$16,124	\$9,922	77.4	Michael Vasu	

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

FEBRUARY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Ashley Clarke	297.7%	\$86,918	\$29,200	120,770	73.4	Ernest Powell	
Paul Smith	263.0%	\$76,784	\$29,200	132,056	80.6	Zach Hart	
Joseph Gojcaj	211.7%	\$61,805	\$29,200	138,830	88	Zach Hart	
Juan Diaz	204.0%	\$59,574	\$29,200	55,042	92	Gonzalez-H-W	
Mariam Shahid	176.3%	\$51,488	\$29,200	66,588	82	Theodore Pappas	
Stella Roznovan	169.0%	\$49,362	\$29,200	71,650	75.2	Cohen-Cohen	
Heriberto Chavez	168.4%	\$49,165	\$29,200	53,043	76.9	Richard Correa	
Sergio Carta	164.1%	\$47,915	\$29,200	120,250	79.6	Beto Quintero	
John Santosuosso	154.3%	\$45,068	\$29,200	56,406	76.1	Brett Gryska	
Aaron Piotrowski	148.0%	\$43,215	\$29,200	53,750	74.1	Sabrina Lloyd	

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	62.7%	\$406,801	\$250,015	76.3	Theodore Pappas	
II Beau Locker	64.4%	\$382,198	\$232,547	73.5	Matt Henderson	
III Mark Lahijani	29.1%	\$248,393	\$192,443	74.5	Theodore Pappas	
IV Phi Phan	37.3%	\$242,153	\$176,348	78.2	Desi Dimitrova	
Marisa Willgruber	30.9%	\$188,645	\$144,137	73.9	Pappas-Quadri	
David Wang	28.1%	\$208,124	\$162,511	75.4	Bob Olson	
V Michael Mandella	71.4%	\$256,599	\$149,690	73.4	Altig-Orlovic	
Mike Paragiou	10.4%	\$163,078	\$147,774	75.9	S-S-Parks-Salvaggi	
VI Brody Maughan-Evanson	38.3%	\$173,589	\$125,491	80.9	Simon Arias	
James Sodan	21.4%	\$153,973	\$126,818	74.0	Nick Moore	
VII Sokol Fazliu	60.4%	\$170,748	\$106,437	75.2	Simon Arias	
Matthew Diulus	10.3%	\$122,948	\$111,420	73.2	Simon Arias	
VIII Joshua Dishong	50.8%	\$138,728	\$92,006	79.0	S-S-Bendure-Hartwig	
Christopher Hintz	38.7%	\$128,740	\$92,791	78.7	Altig-Orlovic	
Alex Kae	22.8%	\$115,205	\$93,823	84.1	Altig-Orlovic	
IX Melinda-Rae Lyse	40.7%	\$119,216	\$84,726	77.2	Altig-Orlovic	
Ransley Vazquez	33.0%	\$120,485	\$90,619	75.0	Bob Olson	
Atta Saleh	24.4%	\$104,379	\$83,907	80.5	Theodore Pappas	
X Jacqueline Kabluyen	51.5%	\$113,275	\$74,749	73.1	Altig-Orlovic	
Darrell Asbell	46.8%	\$113,702	\$77,433	74.8	Altig-Orlovic	
Raul Rojas	31.6%	\$101,597	\$77,219	76.0	Jose Carvajal	
XI Theodore Ryan	76.0%	\$110,076	\$62,541	75.2	Brett Gryska	
Jordan Chalom	27.7%	\$74,738	\$58,538	79.2	Josh Chalom	
XII Levar Morgan	116.4%	\$123,848	\$57,229	79.8	Theodore Pappas	
Joshua Goodman	52.4%	\$82,829	\$54,337	73.0	Richard Correa	
Joshua Bacchus	33.7%	\$74,600	\$55,798	79.2	Altig-Orlovic	
XIII Bobby Park	169.0%	\$124,048	\$46,119	73.4	Altig-Orlovic	
Shawn Lewicki	114.0%	\$74,276	\$34,712	75.8	Hart-Lewicki	
Daniel Perkins	104.6%	\$70,409	\$34,412	79.0	Altig-Orlovic	
XIV Brandon Minor	104.1%	\$41,141	\$20,162	81.9	Altig-Orlovic	
Anacleto Arevalo	80.0%	\$37,285	\$20,712	81.7	Altig-Orlovic	
Chris La Fond	70.4%	\$50,573	\$29,683	80.3	Altig-Orlovic	
XV Alexandra Graham	276.4%	\$49,717	\$13,208	85.4	Greg Graham	
Rupinder Toor	59.7%	\$2,930	\$1,834	90.4	Altig-Orlovic	
Jadwiga Martins	44.6%	\$9,135	\$6,317	76.0	Altig-Orlovic	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Paul Smith	292.9%	\$171,045	\$58,400	261,843	80.6	Zach Hart	
Joseph Gojcaj	268.3%	\$156,684	\$58,400	282,819	88	Zach Hart	
Ashley Clarke	242.9%	\$141,874	\$58,400	202,439	73.4	Ernest Powell	
Loraine Harris	211.9%	\$61,878	\$29,200	78,063	94	London Nelson	
Juan Diaz	190.3%	\$111,159	\$58,400	106,711	92	Gonzalez-H-W	
Heriberto Chavez	186.0%	\$108,633	\$58,400	116,831	76.9	Richard Correa	
Mariam Shahid	184.6%	\$107,834	\$58,400	161,186	82	Theodore Pappas	
John Santosuosso	183.1%	\$106,955	\$58,400	129,301	76.1	Brett Gryska	
Dana Velez	169.0%	\$49,345	\$29,200	55,245	83	Gonzalez-H-W	
Sergio Carta	131.7%	\$76,903	\$58,400	235,543	79.6	Beto Quintero	

Spotlight recognizes the top three Master General Agents in Categories I-XV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2020 Awards Presentation are the top MGA per category from Categories I-XV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

REGIONAL GENERAL AGENTS



I REYNOLDS AKUAMOA
FLUSHING, NY



II WALTER ICAZA
MIAMI, FL



III KIMBERLY HAMILTON
ROCHESTER, NY



IV DARCY SCHRIEBER
TROY, MI



V GARY SLOCUM
SAN DIMAS, CA



VI ROMAL OMID
TRACY, CA



VII MARISA WILLGRUBER
BLUE BELL, PA



VIII SLAVITA HUT
TULSA, OK



IX ANTONIO REYES
WILMINGTON, MA



X HAROLD DURANA
SAN JOSE, CA



XI MIKE ALLEN
LOUISVILLE, KY



XII DIEGO ARANGO PUERTA
MIAMI LAKES, FL

Spotlight recognizes the top three Regional General Agents in Categories I-XII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2020 Awards Presentation are the top RGA per category from Categories I-XII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Reynolds Akuamo	45.7%	\$436,046	\$299,180	74.2		Theodore Pappas
II Walter Icaza	78.8%	\$346,342	\$193,703	79.5		Beto Quintero
III Kimberly Hamilton	43.0%	\$178,686	\$124,984	76.3		Brett Gryska
Sean Velasquez	27.6%	\$189,829	\$148,760	78.3		Cohen-Cohen
IV Darcy Schrieber	37.9%	\$186,568	\$135,322	78.4		Zach Hart
V Gary Slocum	196.6%	\$191,935	\$64,704	75.7		Desi Dimitrova
Jeffrey Espinal	141.7%	\$191,405	\$79,197	76.3		Theodore Pappas
Shahab Mahdavienejad	22.9%	\$135,893	\$110,587	73.9		Theodore Pappas
VI Romal Omid	127.0%	\$124,035	\$54,632	77.4		Mathew Hart
Michael Burningham	51.6%	\$121,369	\$80,076	83.6		Altig-Orlovic
Anita Ferris	51.4%	\$120,048	\$79,273	84.6		Steve Friedlander
VII Marisa Willgruber	114.6%	\$121,355	\$56,547	75.0		Pappas-Quadri
Magda Figueiredo	20.0%	\$80,092	\$66,766	76.1		Giglione-Ackerman
Melinda-Rae Lyse	13.8%	\$82,212	\$72,253	78.0		Altig-Orlovic
VIII Slavita Hut	138.6%	\$73,090	\$30,627	77.3		John Young
Ransley Vazquez	35.3%	\$86,422	\$63,856	74.8		Bob Olson
Clint Perry	33.7%	\$86,655	\$64,796	80.7		Altig-Orlovic
IX Antonio Reyes	340.9%	\$138,092	\$31,321	89		Serur-Yagjian
Kelly Ekker	177.4%	\$97,707	\$35,216	82.2		Tiffany Roland
Michael Russo	154.5%	\$84,646	\$33,259	81.8		Laura Fisher
X Harold Durana	200.6%	\$58,981	\$19,624	92		Altig-Orlovic
Andrew Bishop	101.3%	\$58,216	\$28,918	90		Altig-Orlovic
Sean Hansen	74.8%	\$64,813	\$37,085	73.8		Phillip Prata
XI Mike Allen	240.6%	\$58,064	\$17,049	92		Travis Moody
Ricardo Subero	71.6%	\$47,106	\$27,451	91		Kyle Johnson
Patrick Donovan	36.0%	\$38,389	\$28,226	76.2		Altig-Orlovic
XII Diego Arango Puerta	2668534700.0%	\$88,951	\$0	88		Gonzalez-H-W
Jessica Chang	1140569900.0%	\$38,019	\$0	92		Altig-Orlovic
Justin Brent	745229900.0%	\$24,841	\$0	89		James Cunningham

ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Reynolds Akuamo	34.5%	\$902,203	\$670,626	74.2		Theodore Pappas
II Joshua Olin	15.7%	\$645,775	\$558,087	77.1		Altig-Orlovic
Walter Icaza	14.8%	\$646,713	\$563,397	79.5		Beto Quintero
III Kimberly Hamilton	14.6%	\$422,148	\$368,352	76.3		Brett Gryska
IV Darcy Schrieber	23.0%	\$345,414	\$280,716	78.4		Zach Hart
V Jeffrey Espinal	73.0%	\$408,736	\$236,312	76.3		Theodore Pappas
Chris La Fond	46.4%	\$334,501	\$228,509	77.9		Altig-Orlovic
Gary Slocum	33.2%	\$298,343	\$223,967	75.7		Desi Dimitrova
VI Mark Lahijani	30.3%	\$254,358	\$195,144	74.5		Theodore Pappas
David Wang	29.8%	\$255,196	\$196,623	76.2		Bob Olson
Romal Omid	21.9%	\$214,038	\$175,588	77.4		Mathew Hart
VII Marisa Willgruber	59.6%	\$266,200	\$166,752	75.0		Pappas-Quadri
Joshua Jackson	13.6%	\$187,909	\$165,472	75.2		Brian Schreiter
VIII Ransley Vazquez	36.6%	\$191,251	\$139,990	74.8		Bob Olson
Slavita Hut	23.6%	\$165,582	\$133,953	77.3		John Young
IX Michael Mandella	120.0%	\$256,599	\$116,648	73.4		Altig-Orlovic
Kelly Ekker	85.1%	\$181,411	\$98,027	82.2		Tiffany Roland
Antonio Reyes	68.4%	\$203,665	\$120,931	89		Serur-Yagjian
X Andrew Bishop	73.2%	\$131,127	\$75,690	90		Altig-Orlovic
Harold Durana	63.1%	\$130,755	\$80,165	92		Altig-Orlovic
Jordan Chalom	34.7%	\$115,489	\$85,746	79.2		Josh Chalom
XI Erin Allen	132.3%	\$151,174	\$65,074	73.4		Richard Correa
Ricardo Subero	109.6%	\$127,883	\$61,006	91		Kyle Johnson
Mike Allen	104.8%	\$118,876	\$58,038	92		Travis Moody
XII Justin Brent	486.2%	\$56,142	\$9,578	89		James Cunningham
Jessica Chang	312.7%	\$59,110	\$14,324	92		Altig-Orlovic
Diego Arango Puerta	295.1%	\$175,645	\$44,461	88		Gonzalez-H-W

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS



THEODORE PAPPAS



COHEN-COHEN



BETO QUINTERO



BETO QUINTERO



HART-DUSHAJ



DESI DIMITROVA



DESI DIMITROVA



NICK MOORE



ERNEST POWELL



TIFFANY ROLAND



HEMERSON GONZALEZ



ANDRE MCCALLUM

EC = 2020 Executive Council Member
 † Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2
 Spotlight recognizes SGAs in Categories I-XI based on Performance Factor. The SGAs that will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition

TOP PERFORMANCE FACTOR ▶



ANDRE MCCALLUM
 Category XI
 193.5 PF



GONZALEZ-H-W
 Category XII
 192.3 PF

FEBRUARY

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I Theodore Pappas	106.3	\$841,875	\$820,000	102.7	48	41	110.0	76.6	19.8	
Giglion-Ackerman	104.1	\$681,238	\$693,800	98.2	60	47	110.0	75.7	26.7	
Zach Hart	101.1	\$583,485	\$633,500	92.1	44	40	110.0	78.5	34.3	
Altig-Orlovic	96.6	\$3,671,027	\$4,417,500	83.1	222	196	110.0	77.5	12.7	
II Cohen-Cohen	96.3	\$443,233	\$451,600	98.1	17	18	94.4	79.7	32.6	
III Beto Quintero	135.6	\$348,962	\$203,900	171.1	31	31	100.0	79.5	122.4	
Satti-Kanaan	104.3	\$315,062	\$319,600	98.6	19	15	110.0	78.6	14.7	
Bob Olson	100.8	\$318,873	\$348,000	91.6	55	39	110.0	73.3	22.9	
IV Hart-Dushaj	112.1	\$198,620	\$174,000	114.1	18	16	110.0	83.1	28.0	
Jamison Weatherspoon	101.1	\$281,194	\$305,100	92.2	42	35	110.0	73.8	30.4	
V Desi Dimitrova	143.6	\$199,973	\$111,000	180.2	15	14	107.1	75.8	127.4	
Laura Fisher	100.8	\$163,233	\$178,300	91.5	17	14	110.0	79.9	-1.7	
VI Nick Moore	118.2	\$162,304	\$128,400	126.4	12	10	110.0	76.9	34.6	
Pappas-Quadri	94.8	\$139,138	\$155,300	89.6	13	13	100.0	75.3	16.2	
VII Ernest Powell	129.0	\$139,747	\$94,400	148.0	11	10	110.0	73.9	72.5	
VIII Tiffany Roland	113.6	\$108,561	\$92,700	117.1	12	7	110.0	78.6	72.0	
Byron Paz	91.1	\$75,632	\$91,900	82.3	6	6	100.0	88	-10.5	
Mark Beckford	90.8	\$86,862	\$121,300	71.6	12	9	110.0	96	12.9	
IX Hemerson Gonzalez	153.3	\$78,711	\$32,250	244.1	5	8	62.5	79.7	228.0	
John Young	140.2	\$74,630	\$43,800	170.4	11	10	110.0	77.5	87.7	
Denis-Michael Catalano	90.6	\$67,771	\$95,200	71.2	12	8	110.0	89	-18.3	
XI Andre McCallum	193.5	\$89,327	\$32,250	277.0	21	9	110.0	88	N/A	
London Nelson	140.8	\$58,538	\$32,250	181.5	7	7	100.0	87	N/A	
XII HO Houston Latino	222.6	\$108,105	\$32,250	335.2	11	4	110.0	95	N/A	
Gonzalez-H-W	192.3	\$88,583	\$32,250	274.7	16	7	110.0	88	N/A	
Kyle Wrobel	156.9	\$68,933	\$32,250	213.7	2	2	100.0	98	54.4	
Mario Hajro	128.7	\$83,009	\$32,250	257.4	0	1	0.0	97	N/A	
Andrew Wagner	96.0	\$29,649	\$32,250	91.9	2	2	100.0	89	N/A	

YTD

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I Theodore Pappas	108.8	\$1,764,630	\$1,640,000	107.6	96	82	110.0	76.6	35.4	
Giglion-Ackerman	100.1	\$1,252,972	\$1,387,600	90.3	117	94	110.0	75.7	15.4	
Zach Hart	98.3	\$1,129,770	\$1,267,000	89.2	86	80	107.5	78.5	9.1	
Altig-Orlovic	95.8	\$7,213,041	\$8,835,000	81.6	431	392	109.9	77.5	9.0	
II Brett Gryska	99.4	\$1,054,768	\$1,187,200	88.8	53	48	110.0	77.8	7.4	
Cohen-Cohen	98.4	\$799,756	\$903,200	88.5	39	36	108.3	79.7	4.5	
III Beto Quintero	129.6	\$649,334	\$407,800	159.2	62	62	100.0	79.5	105.4	
Bob Olson	103.5	\$674,783	\$696,000	97.0	95	78	110.0	73.3	10.6	
Satti-Kanaan	98.8	\$559,392	\$639,200	87.5	36	30	110.0	78.6	16.7	
IV Hart-Dushaj	105.1	\$348,371	\$348,000	100.1	36	32	110.0	83.1	31.9	
Jamison Weatherspoon	102.1	\$574,867	\$610,200	94.2	79	70	110.0	73.8	17.4	
Williams-Akinade-Musso	91.0	\$449,557	\$598,400	75.1	47	44	106.8	92	-5.9	
V Desi Dimitrova	123.4	\$318,114	\$222,000	143.3	29	28	103.6	75.8	99.7	
Laura Fisher	97.9	\$306,270	\$356,600	85.9	31	28	110.0	79.9	-2.7	
VI Nick Moore	114.5	\$305,725	\$256,800	119.1	23	20	110.0	76.9	41.7	
Pappas-Quadri	99.0	\$304,444	\$310,600	98.0	26	26	100.0	75.3	11.4	
VII Ernest Powell	117.8	\$237,195	\$188,800	125.6	28	20	110.0	73.9	53.7	
VIII Tiffany Roland	112.2	\$212,185	\$185,400	114.4	16	14	110.0	78.6	31.1	
Byron Paz	103.0	\$176,341	\$183,800	95.9	14	12	110.0	88	5.1	
IX John Young	150.9	\$167,961	\$87,600	191.7	25	20	110.0	77.5	161.8	
Hemerson Gonzalez	123.5	\$122,981	\$64,500	190.7	9	16	56.3	79.7	322.0	
Denis-Michael Catalano	94.1	\$149,033	\$190,400	78.3	23	16	110.0	89	-10.6	
Hart-Lewicki	91.6	\$189,983	\$175,600	108.2	12	16	75.0	73.9	31.0	
XI Andre McCallum	178.5	\$159,256	\$64,500	246.9	31	18	110.0	88	N/A	
London Nelson	116.2	\$85,435	\$64,500	132.5	14	14	100.0	87	N/A	
Gabriel Feldmann	95.9	\$93,579	\$76,000	123.1	11	16	68.8	74.2	71.3	
XII Gonzalez-H-W	188.1	\$171,745	\$64,500	266.3	23	14	110.0	88	N/A	
Kyle Wrobel	107.6	\$74,283	\$64,500	115.2	2	2	100.0	98	-10.9	
HO Houston Latino	105.0	\$210,720	\$64,500	100.0	21	7	110.0	95	N/A	
Mario Hajro	93.8	\$121,037	\$64,500	187.7	0	1	0.0	97	N/A	

CATEGORY I



1 PAM MONETTI
BUNKER HILL, IL



2 LISA JOHNSON
SUMMERSVILLE, WV



1 DARRELL DOREY
MAHONE BAY, NS



2 ROBIN DENHAM
LEE'S SUMMIT, MO



1 AMANDA CROSS
LEXINGTON, KY



2 LORI VAUGHN
PORTLAND, OR

CATEGORY II

CATEGORY III

CATEGORY IV



1 STEVE SANCHEZ
PEMBROKE PINES, FL



2 FRAN CHRISTIE
WHITE ROCK, BC



1 PATRENA SMITH
EAST HARTFORD, CT



2 MORGAN BREIER
SWARTZ CREEK, MI

CATEGORY V

CATEGORY VI



1 JAYMZ HALL
WOODBURY, MN



2 GEORGE MURRY
MONTGOMERY, AL

CATEGORY VII



1 WILLIAM ROL
HONOLULU, HI



2 BRENDA WADEY
CALGARY, AB



1 JOSEPH TIBAYAN
OTTAWA, ON



2 LINH NGUYEN
TACOMA, WA

CATEGORY VIII

FIRST SIGNED TG



DAMOND B GREEN
ST ALBERT, AB



HETU MAHINDRA
BRAMPTON, ON



LINDSAY MCCLELLAND
GASTONIA, NC



DEBANJAN MONDAL
AUCKLAND, NZ

TOP MANAGERS

CATEGORY I



1 CINDY CLEARY
LEE'S SUMMIT, MO

CATEGORY II



1 STEPHANIE BAUMANN
SPOKANE, WA

CATEGORY III



1 ROSANNA GILL
WATERTOWN, MA

INDIVIDUAL REPS: FEBRUARY

Category	Rank	Cards	Obj	% Obj	
I	1	Pam Monetti	2,147	1,370	156.7%
	2	Lisa Johnson	1,731	1,581	109.5%
	3	Robin Andrade	1,781	1,822	97.8%
II	1	Darrell Dorey	2,097	1,255	167.2%
	2	Robin Denham	1,889	1,255	150.5%
	3	Tim O'Connor	1,568	1,161	135.0%
III	1	Amanda Cross	1,543	924	167.0%
	2	Lori Vaughn	930	982	94.6%
	3	Irene Rurycz	956	1,017	94.0%
IV	1	Steve Sanchez	1,616	782	206.7%
	2	Fran Christie	1,137	805	141.3%
	3	Lisa Bennett	964	856	112.6%
V	1	Patrena Smith	2,320	677	342.6%
	2	Morgan Breier	1,212	670	181.0%
	3	Randy Stockley	1,122	682	164.5%
VI	1	Jaymz Hall	1,324	641	206.5%
	2	George Murry	907	597	151.9%
	3	Katy Hogge	864	628	137.5%
VII	1	William Rol	1,695	513	330.5%
	2	Brenda Wadey	831	523	158.9%
	3	Criseida Hernandez	737	555	132.7%
VIII	1	Joseph Tibayan	927	458	202.3%
	2	Linh Nguyen	726	473	153.4%
	3	Chas Robinson	558	458	121.7%
Rookie	1	Joseph Tibayan	927	458	202.3%
IceBreaker	1	William Rol	1,695	513	330.5%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Lisa Johnson	4,430	3,162	140.1%
	2	Malka Arony	7,455	5,478	136.1%
	3	Pam Monetti	3,061	2,739	111.7%
II	*1	Robin Denham	4,005	2,510	159.6%
	2	Tony Anderson	2,595	2,313	112.2%
	3	Darrell Dorey	2,579	2,509	102.8%
III	*1	Amanda Cross	2,319	1,848	125.5%
	2	Timothy Leary	1,726	2,037	84.7%
	3	Fran Christie	1,640	1,610	101.9%
IV	*1	Steve Sanchez	2,993	1,564	191.4%
	2	Lisa Bennett	2,858	1,712	166.9%
	3	Fran Christie	1,640	1,610	101.9%
V	*1	Patrena Smith	4,142	1,354	305.9%
	2	Steve Orcherton	2,103	1,400	150.2%
	3	Morgan Breier	1,997	1,339	149.1%
VI	*1	Jaymz Hall	2,168	1,282	169.1%
	2	George Murry	1,474	1,194	123.5%
	3	Crystal Senour	1,288	1,193	107.9%
VII	*1	William Rol	2,685	1,026	261.8%
	2	Barbara Rabelo	1,185	1,056	112.2%
	3	Jessica Christersson	1,149	1,059	108.5%
VIII	*1	Linh Nguyen	1,789	946	189.1%
	2	Joseph Tibayan	1,369	917	149.3%
	3	Chas Robinson	769	917	83.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: FEBRUARY

Category	Rank	Cards	Obj	% Obj	
I	1	Cindy Cleary	7,165	5,770	124.2%
	2	Deborah Boles	2,177	2,196	99.1%
II	1	Stephanie Baumann	4,868	4,186	116.3%
	2	Lacy Martin	4,096	4,893	83.7%
III	1	Rosanna Gill	4,394	3,066	143.3%
	2	Billy Sauers	3,500	3,224	108.6%

MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Christa Davis	13,666	11,652	117.3%
	2	Cindy Cleary	12,352	11,541	107.0%
II	*1	Stephanie Baumann	8,408	8,371	100.4%
	III	*1	Rosanna Gill	8,398	6,131
2		Billy Sauers	7,280	6,448	112.9%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** PATRENA SMITH 3,043
- 2** JOHN KELIHER 1,620
- 3** LINH NGUYEN 1,327



1 PATRENA SMITH
EAST HARTFORD, CT

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS

1



MUHAMMED ASHRAF

\$7,744
Theodore Pappas

2



KALEN DUGAN

\$7,361
Altig-Orlovic

3



JOSHUA DISHONG

\$7,331
S-S-Bendure-Hartwig

4



WALTER HENDERSON

\$6,863
Altig-Orlovic

5



MICHAEL VAN DELFT

\$6,790
Satti-Kanaan

FEBRUARY BONUS LEADERS

PAYOUT: \$2,012,480

QUALIFIERS: 4,117

- \$ 7,744 Muhammed Ashraf
- 7,331 Kalen Dugan
- 3,090 Joshua Dishong
- 6,863 Walter Henderson
- 6,790 Michael van Delft
- 6,379 Max Quasem
- 6,075 Trenton Miller
- 5,958 Amy Montelius
- 5,898 Kevin Gillum
- 5,889 Carmen Arroyo
- 5,879 Richard Whyte
- 5,721 Carrisa Korres
- 5,681 Ian Pickett
- 5,274 Lily Sakai
- 5,117 Bradley Christiansen
- 4,965 Rovena Lulgjuraj
- 4,836 Devin Finley
- 4,774 Roger Fredericks
- 4,617 Silas Merkel
- 4,562 Cory Cannataro
- 4,265 Mike Reed
- 4,224 Maren Conway
- 4,149 Johnathon Bogoslawski
- 4,024 Justin Irwin
- 3,954 Austin Rockall
- 3,933 Atiya Bell
- 3,893 Jillian Getz
- 3,890 Ramon Noronha
- 3,817 Joshua Hosenbold
- 3,781 Luis Miranda
- 3,757 Magaly Una
- 3,691 Mark Lomonaco
- 3,627 Tony Georges
- 3,600 Meardey Kim
- 3,595 Aref Sayegh
- 3,579 Joachim Jean
- 3,522 Jody-Ann Peters
- 3,432 Michel Merinos
- 3,387 Oscar Gastelum
- 3,368 Ryan Vance
- 3,343 Ellen Tuttle
- 3,283 Roger Fung
- 3,279 Arif Hajro
- 3,276 Ana Cimarosti
- 3,231 George Kamel
- 3,135 Jenny Kaly

- \$ 3,115 Joe Lewo
- 3,100 Elizabeth Garcia
- 2,425 Timothy Silva
- 3,044 Omar Hashimi
- 2,983 Maria Diringer
- 2,973 Mark Bruce
- 2,958 Ho Tran
- 2,944 Susana Vargas
- 2,934 Lebert McBean
- 2,879 Richard Carter
- 2,865 Patricia Santamarina
- 2,861 Abeni Reynolds
- 2,852 Fabiola Del Palacio
- 2,842 Dustin Dunbar
- 2,840 Brandon Yang
- 2,831 Samuel Fioretti
- 2,828 Daberechi Anele
- 2,799 Richard Bentley
- 2,791 Felipe Machado-Santanna
- 2,786 William Jones
- 2,779 Weslee Cajeras
- 2,763 Altina Arakelian
- 2,761 Jadwiga Martins
- 2,746 Bryan Stoddard
- 2,744 Tomarus Burks
- 2,726 Benjamin Ainscough
- 2,707 Jonathan Ojendi
- 2,686 Daniel Prinzo
- 2,668 Rachael Glamp
- 2,650 Brian Cabral
- 2,637 Nathaniel Magda
- 2,637 Connor O'Leary
- 2,630 Marcia McDuffie
- 2,621 Myaa Fallon
- 2,615 Douglas Clarke
- 2,582 Sharif Grays
- 2,568 Lleison Martinez
- 2,533 Amy Shui
- 2,528 Mari Andrade
- 2,512 Sonia Silva
- 2,506 Hakan Ozalpasan
- 2,486 Laila Abadi
- 2,484 David Melendrez
- 2,481 Alex Gonzales
- 2,481 Kevin Pharaon

- \$ 2,478 Hany Mikhail
- 2,469 Cameron Ontko
- 2,425 Timothy Silva
- 2,401 Matthew Sutton
- 2,385 William Davies
- 2,376 Bryan Juskiw
- 2,362 Leonard Perez
- 2,352 Eric Peyton
- 2,345 Christopher Short
- 2,331 Jessica Chang
- 2,328 Arman Masomzadeh
- 2,327 Risa Moniz
- 2,325 Kelly Ekker
- 2,319 Priscila Gonzalez
- 2,318 Dianka Blash
- 2,304 Jorge Guerra
- 2,303 Lincoln Dziekonski
- 2,291 Leonardo Alsina
- 2,291 Jeffrey May
- 2,253 Travis Carpenter
- 2,218 Brandon Atchley
- 2,207 Thomas King
- 2,199 Carlos Iraheta Barrientos
- 2,171 Nadia Alemayehu
- 2,161 Irma Gallardo
- 2,161 Michael Romero
- 2,148 Alipate Makaui
- 2,145 Scott Florin
- 2,119 April Baxter
- 2,113 Michael Dowler
- 2,066 Nauleni Tuionetoa
- 2,061 Xavier Williams
- 2,052 Dereck Mukuku
- 2,047 Fritznel Octave
- 2,042 Tanniedra Childs
- 2,038 Saul Lopez
- 2,036 David Carolan
- 2,029 Brooklyn Herod
- 2,012 Brad Toyama
- 2,004 Ranjana Chopra
- 1,996 Jean Joseph
- 1,995 Donald Gregoire
- 1,994 Jacob Stephens
- 1,988 Turissa Keys
- 1,983 Dav-Ernan Kowlessar

- \$ 1,982 Adrian Choulagh
- 1,980 Sunil Pillai
- 1,975 Lambert McElrath
- 1,974 Michael Battaglio
- 1,972 Kelly McDonald
- 1,970 Vanessa Mendez
- 1,970 Alisha Smith
- 1,968 Adam Wheeler
- 1,961 Colin Ghee
- 1,960 David Snider
- 1,953 Jefferon Massingill
- 1,948 Cathy Dishong
- 1,941 Steven Lockhart
- 1,941 Renato Muhaj
- 1,932 Al-Karim Walji
- 1,925 Philip Burnett
- 1,925 Matthew Tien
- 1,910 Harvey Quinn
- 1,907 Jeffrey May
- 1,906 Leanna Sinclair
- 1,905 Martha Asbell
- 1,902 Martin Preciado-Lomeli
- 1,892 Brandon Johnson
- 1,876 Ifeanyi Ufonde
- 1,875 Michael Burningham
- 1,874 David Bound
- 1,853 Derrick Schneider
- 1,843 Dina Boghdady
- 1,840 Elba Diaz
- 1,837 Debbie-Ann Whitehorn
- 1,837 Pamela Faircloth
- 1,835 Alejandro Gonzalez Ocasio
- 1,834 Erin Frazier
- 1,830 Dylan White
- 1,820 Tiffney Harmouche
- 1,817 Damaris Trejo
- 1,817 Brooklyn Herod
- 1,816 Chilynn Acevedo
- 1,809 Kasali Kotun
- 1,808 Michael Santososso
- 1,807 Eric LaBossiere
- 1,807 Daniel Bean
- 1,804 Eddie Beleshi
- 1,772 Jennifer Ragan

- \$ 1,768 Kevin Ishikane
- 1,763 Kareem Mutia
- 1,761 Dyoma Ramirez-Robles
- 1,758 Kashala Guiden
- 1,750 Rebecca Buckland
- 1,748 Danisabel Rodriguez
- 1,742 Steven Baum
- 1,735 Joshua Jahnish-Maltese
- 1,732 Edward DeFurio
- 1,730 Matthew Sturgis
- 1,723 Steven Warner
- 1,718 Alma B Gonzalez
- 1,716 Lloyd Patterson
- 1,714 Daniel Hanson
- 1,713 Richard Sidoti
- 1,710 Ashley Rust
- 1,709 Katy Rivera
- 1,708 Lamine Diakhate
- 1,704 Stephen Hale
- 1,704 Duni Olusegun
- 1,700 Isaac Perez
- 1,692 Ross Ewen
- 1,689 Scott Remmey
- 1,675 Paramjit Sangha
- 1,663 Joseph Michelin
- 1,657 Tyra Hamilton
- 1,656 Stacie Freye
- 1,653 Jean Etahe Limongo
- 1,648 Jesse Fullmer
- 1,648 Noah Schultz
- 1,642 Hisham Tabak
- 1,640 Alex Grushko
- 1,637 Asad Ahmed
- 1,635 Levi Szanto
- 1,630 Michael Ellis
- 1,626 Ala Awad
- 1,625 Andre Ware
- 1,622 Justin Rydzziel
- 1,619 Yolette Mompont
- 1,609 Sunatcha Breslow
- 1,602 Lionel Njeukam
- 1,600 Maria Bonilla Borrego
- 1,596 Abraham Mogilevsky
- 1,596 Jenny Alvarez
- 1,591 Walid Elshahed
- 1,590 Mark Diskin

- \$ 1,586 Jorge Alvarez
- 1,583 Samisoni Koloa
- 1,583 Bryon Eddinger
- 1,580 Michael Jervinsky
- 1,577 Theodore Ingram
- 1,570 Hunter Gurrula
- 1,567 Praveria Kelmendi
- 1,564 Kristi Vang
- 1,561 Paul Vassallo
- 1,560 Patrick Guthrie
- 1,546 Rubin Chaimov
- 1,546 Robert M Williams
- 1,545 Truman Falkner
- 1,532 Kepueli Teputepu
- 1,529 Renee Zinsky
- 1,528 Rochelle Magpantay
- 1,527 Steven Sparkes
- 1,525 Shane Rendell
- 1,523 Benjamin Farmer
- 1,521 Scott Whitford
- 1,521 Ruben Soberanes
- 1,521 Paul Scioli
- 1,516 John Zwald
- 1,515 Zachery Ryan
- 1,512 Jesusdieu Portilus
- 1,509 Anthony Marsella
- 1,505 Nathan Hodder
- 1,504 Jonathan Maust
- 1,501 Justin Shedd
- 1,498 Analivier Del Toro
- 1,496 Jeslyn Gordon
- 1,496 Jalaleddin Kazemisaieid
- 1,494 Joseph Lamb
- 1,493 Jose Morales
- 1,489 Nic Iagulli
- 1,484 Joel Trask
- 1,483 Brandon Dueitt
- 1,481 Selina Maldonado
- 1,479 Rochelle Royce
- 1,477 Roxana Campos
- 1,473 Vivienne Matalon
- 1,472 Benjamin Sulcer
- 1,468 Kandy Anderson
- 1,464 Jose Cuellar
- 1,463 Allitiasi Leaumoana
- 1,461 Samantha Saunders

- \$ 1,461 Imani Banks
- 1,461 Igor Melcharek
- 1,460 Steven Valentim
- 1,460 Nikole Smith
- 1,453 Timothy Binion
- 1,452 Charles Ambeau
- 1,450 Mary Waits
- 1,443 Alexander Roberts
- 1,441 Jeffrey Hudson
- 1,441 Dawid Liniewski
- 1,430 Godwill Barungi
- 1,424 Collins Appiah
- 1,419 Violie Francia
- 1,409 Brandon Dusevic
- 1,408 Joseph Sarasin
- 1,407 Ayishatu Nuhu
- 1,398 Eli Lobo Gonzalez
- 1,393 Melinda Skinner
- 1,391 Jeremy Engrav
- 1,389 Anne Marie Giron
- 1,387 Matthew Ward
- 1,384 Joshua Johnson
- 1,382 Sarah Collen
- 1,381 Zorhedy Romero Aranda
- 1,380 Nicholas Jones
- 1,374 Bryan Czajkowski
- 1,373 Melissa Boldi
- 1,372 Pranvera Kelmendi
- 1,368 Arturo Romero
- 1,367 Cody Fink
- 1,366 Glorietth Liscano Gamero
- 1,365 Daniel Pues
- 1,363 Damaris Henderson
- 1,363 Justin Diaz
- 1,359 Ian Rouleau
- 1,355 Nicholas Krause
- 1,354 Michele Seibert
- 1,343 Yudelka Marte
- 1,342 Shai Mate
- 1,337 Eddie Pourjalali
- 1,337 Quanesha Mack
- 1,332 Dustie Burton
- 1,331 Joanna Hansen
- 1,330 Gage Townson
- 1,330 Jonathan Da-al

- \$ 1,326 Mark Harhager
- 1,322 Zachary Poker
- 1,321 Marie Campbell
- 1,321 Juliet Rowan
- 1,319 Sullena Staton
- 1,319 Darcy Cordingley
- 1,316 Julie Arahamian
- 1,315 Joseph Rotolo
- 1,308 Andrea Monaghan
- 1,307 Ahmed Kassem
- 1,305 Morgan Tranquist
- 1,303 Adam Calnan
- 1,297 Mohamed Ghodbani
- 1,294 Geoffrey Griffin
- 1,293 Richard Cullen
- 1,293 Sheza Raza
- 1,291 Adrian Horsham
- 1,291 Denis Snyder
- 1,287 Courtney Halldorson
- 1,286 DeAnthony Hartman
- 1,284 Hayden Davis
- 1,284 Bryan Hohenthauer
- 1,284 Luc Do
- 1,282 Jojo Ininama
- 1,278 Marcelo Villarreal
- 1,274 David Murphy
- 1,273 Kevin Kennedy
- 1,271 Keiko Vinatea
- 1,269 Julius Rivera
- 1,268 Angel Ramirez
- 1,266 Samuel Artzis
- 1,264 Janella James
- 1,263 Eric Snyder
- 1,261 Nolan Threlkeld
- 1,261 Ralph Angell
- 1,259 Michelle Morado
- 1,258 Andrew Brown
- 1,257 Joseph Sansobrinio
- 1,257 Sean Taylor
- 1,256 Al-Shakise Anderson
- 1,255 Janel Wilder
- 1,251 John Bautista
- 1,250 Bryce Engstrom
- 1,250 Laurekins Pardovani
- 1,250 Noella Coleman

- \$ 1,247 Elmer Bennett
- 1,246 Austin Schilling
- 1,246 Steven Counts
- 1,243 Crissal Hoekendorf
- 1,239 Jagjeet Dehar
- 1,239 Elifranc Deus
- 1,236 Hadler Raymond
- 1,231 Serge Brouillette
- 1,229 Steven Brickman
- 1,227 Delyssa Allen
- 1,225 Lorena Herndon
- 1,222 Kirsten Puhl
- 1,222 Luis Hernandez-Gomez
- 1,221 Jordan Graham
- 1,218 Chris McFoy
- 1,218 Brittany Ketner
- 1,218 Melchor Soler Camejo
- 1,214 Christopher Larsen
- 1,213 Kimberley Lewis
- 1,210 Hazem Aboueldahab
- 1,208 Kimberly Alston
- 1,207 Andrew Bishop
- 1,206 Alex Miller
- 1,203 Nadezhda Vitchev
- 1,201 Andrew Severson
- 1,201 Giselle Brunetti
- 1,200 Nakia Stevens
- 1,199 Priscilla Blanco
- 1,198 Robert Jackson
- 1,198 Randy Reyes
- 1,196 Rocky Allen
- 1,196 Todd Krupa
- 1,195 Philip McCulloch
- 1,194 Youliana Mikhaiei
- 1,191 Hamidreza Sadeghi
- 1,188 David Todd
- 1,187 George Jones
- 1,185 Kellie Tucker
- 1,185 Cleopatra Sola
- 1,183 Rachel Brown
- 1,183 Nicole Barabas
- 1,182 Dustin Harris
- 1,181 Andrea Hill
- 1,178 Darez Meriwether
- 1,178 Darius Rowan
- 1,177 Richard Bassett
- 1,177 Ronald Davis

- \$ 1,175 Sophia Cowie
- 1,175 Julie Childs
- 1,173 Anthony Salerno
- 1,172 Mohamad Wael Taher
- 1,170 Gevany Rinos
- 1,169 Angelique Piquion
- 1,169 Johnny Fuller
- 1,168 Vivian Trinh
- 1,167 Michael Diaz
- 1,166 Michael Mamalakis
- 1,163 Mohammed Azam
- 1,163 Hollis Allen
- 1,162 Robin Gonzalez
- 1,159 Vyacheslav Vasilenko
- 1,157 Althea Rozario
- 1,156 Marc Futterweit
- 1,155 Phoenix Rouse
- 1,154 Abraham El Refaei
- 1,152 Brandi Troka
- 1,152 Malcolm King
- 1,151 Kathryn McDermott
- 1,150 Matthew Code
- 1,150 Angel Lopez-Ochoa
- 1,149 Johnathan Willie
- 1,147 Nathan Brace
- 1,145 Devin Taylor
- 1,144 Felicia Steele
- 1,141 Kristina Short
- 1,140 Sumarah Montas-Brown
- 1,139 Diana Ordenez Santacruz
- 1,138 Shonda Duckett
- 1,134 Robert Trypus
- 1,133 Lamita Dahdah
- 1,131 Rafael Osio Rangel
- 1,128 Oscar Cabrera
- 1,128 Patrycja Grudzinska
- 1,127 Jason Ward
- 1,126 Jennie Rosales-Wolfgeher
- 1,126 Jose L Garcia
- 1,124 Helen Dellavalle
- 1,123 Cory Moncol
- 1,122 Jonah Nelson
- 1,121 Elvis Tinaj


- \$ 1,119 Aladdin Omar
- 1,117 Farnaz Fotovat Ahmadi
- 1,117 Nicole Preston
- 1,115 Andre Taylor
- 1,114 Ludovic Tshimpanga Ndaye
- 1,114 Jordan Young
- 1,113 Tanner Arbutnot
- 1,111 Christabel Ornelas
- 1,110 Alexandra Longo
- 1,109 Myra Espinoza
- 1,108 Hasan Ghazal
- 1,107 Janelle Dutra
- 1,106 Ariane Davis
- 1,104 Olga Tsymbal
- 1,101 John Vacca
- 1,100 Dean Thebeau
- 1,099 Susan daCruz
- 1,097 Josefina Durand
- 1,096 Sean Smith
- 1,095 Gregory McDuffie
- 1,094 Cody Shucraft
- 1,092 David Watkins
- 1,088 Timothy Copenhaver
- 1,087 Foud Georges
- 1,087 Valerie Michon
- 1,085 Brian Wynn
- 1,083 Tina Lewis
- 1,079 Jeremiah Snider
- 1,078 Ariel McAlister
- 1,077 Veronica Akinrelele
- 1,073 Sharon Jones
- 1,072 Stephen Fougere
- 1,071 Tony Perrine
- 1,071 Joseph Bell
- 1,070 Jose Duarte Torres
- 1,069 Robert D Williams
- 1,069 Maurice Coleman
- 1,069 Randy Trahan
- 1,068 Peter Gabranski
- 1,063 Quintessa Petit
- 1,063 Gunnar Jorstad
- 1,062 Feagai Singh
- 1,059 Josh Neves
- 1,056 Stacey Tanklesy
- 1,056 Aline Jacob
- 1,055 Joseph Corwin

- \$ 1,054 Jacqueline Kabluyen
- 1,053 Nouraddin Hussein
- 1,052 Jeffrey Tillman
- 1,050 Tanika Thompson
- 1,048 Eleza Faison
- 1,048 Sean Melaven
- 1,045 Dana Martin Gonzalez
- 1,044 Rachel Seddon
- 1,044 Jordan Viaje
- 1,043 Andrea D Owens
- 1,043 Evelyn Howell
- 1,042 Andrew Chambers
- 1,041 Justin Oldja
- 1,038 Hassan Bazzi
- 1,038 Brittany Pereira
- 1,037 Hunter Bischoff
- 1,037 Patricia Wright
- 1,033 Ryan Taylor
- 1,031 David Winker
- 1,030 Barberina Glenn
- 1,030 Charles Lombardo
- 1,029 Alix Albright
- 1,028 Nick Atallah
- 1,027 Judith Saltiel
- 1,027 Jordan Kness
- 1,027 Hector Martinez Rivera
- 1,023 Jon Golin
- 1,022 Radulf Steiert
- 1,020 Asante Jackson
- 1,018 Horace Johnson
- 1,018 Irene Simisim
- 1,017 Brooke Nardoni
- 1,017 Jordan Goo
- 1,016 Shannon Stroud
- 1,013 Michael Ezeafulukwe
- 1,012 Kamal Tayyib
- 1,011 Marvin Fernandez
- 1,009 Juana Zermeno Meza
- 1,008 Cody Langston
- 1,008 Dorian Terra
- 1,004 Bradley Schwartz
- 1,003 Peter Kaplanis
- 1,002 Alison Sterzer
- 1,002 John Kennedy




LEADERSHIP BONUS

1




JOSEPH GOJCAJ
\$22,134
Zach Hart

2




BEAU LOCKER
\$17,457
Matt Henderson

3




MICHAEL MANDELLA
\$16,185
Altig-Orlovic

4



DEREK FOORE
\$15,902
S-S-Parks-Salvaggi

5



MATTHEW CONRAD
\$15,222
S-S-Parks-Salvaggi

FEBRUARY BONUS LEADERS PAYOUT: \$1,304,736 QUALIFIERS: 686

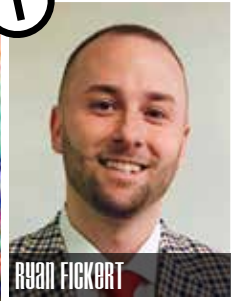
<ul style="list-style-type: none"> \$ 22,134 Joseph Gojcaj 17,457 Beau Locker 16,185 Michael Mandella 15,902 Derek Foore 15,222 Matthew Conrad 14,305 Paul Smith 14,102 Phi Phan 13,563 David Wang 12,127 Jeffrey Espinal 12,036 Brent Bowling 11,548 Levar Morgan 11,478 Sergio Carta 10,533 Edward Leon 10,425 Bobby Gujral 9,609 Patricia Contreras 9,598 Phillip Waisman 9,501 Sara Vaz 9,203 Brandon Neal 9,115 Zach Otto 9,109 Walter Icaza 8,850 Ryan Stenglein 8,773 Eno Iftiu 8,679 Joshua Olin 8,590 Eric Thompson 8,490 Michael Burningham 8,347 Sabrina Kryshundayal 8,296 Harold Durana 7,959 Marisa Willgruber 7,721 Matthew Dawson 7,699 Dan Ikei 7,503 Jeffrey Hall 7,272 Doreen Ryan-Foti 7,223 Shahab Mahdavinejad 7,153 James Sherwood 7,095 Melinda-Rae Lyse 7,073 Sokol Fazliu 6,971 Brandon Dusevic 6,920 Ashley Clarke 6,899 Mariam Shahid 6,863 Mark Lahijani 6,844 Clint Perry 6,818 Romal Omid 6,680 Ryan Wilson 6,578 Mike Paragiou 6,361 Corey Helly 6,267 Timothy Bugge 	<ul style="list-style-type: none"> \$ 6,198 Andrew Bishop 6,150 Darcy Schrieber 6,116 Steven Warner 6,043 Clayton Slaughter 5,985 Sean Velasquez 5,968 Augusto Arango 5,913 Steven Dell 5,814 Luay Ghawi 5,678 Alan Sedaghat 5,576 Kimberly Hamilton 5,550 Peter Gabranski 5,443 Erin Allen 5,403 Meaghan Krecsko 5,359 Daniel Perkins 5,293 Michael Giachetti 5,234 Daniel Prinzo 5,205 Antonio Reyes 5,203 Tony Geer 5,197 Mohamad Raychouni 5,194 Heriberto Chavez 5,167 John Santosuosso 5,092 Pablo De La Cruz 5,083 Stella Roznovan 5,032 Jeffrey Hudson 5,029 Claude Hamilton 4,962 Michael Barlettano 4,936 Adrienne Bragas 4,740 Joe Lewo 4,717 Jeffery Thiel 4,698 Juan Diaz 4,697 Bobby Hamilton 4,650 James Sodan 4,646 Steven King 4,604 Magda Figueiredo 4,525 Shawn Lewicki 4,478 Matthew Turnquist 4,464 Tristan Dlabik 4,426 Kevin Appasamy 4,423 Jessica Chang 4,323 William Davies 4,322 Theodore Ryan 4,280 Blake Higuchi 4,276 Johnny Ly 4,268 Yussuff El-Zein 4,264 London Burnett 4,212 Lauren Coyne 	<ul style="list-style-type: none"> \$ 4,196 Anita Ferris 4,180 Adam Kidikas 4,154 Sylvain Kalombo 4,111 Jason Bratin 4,107 Jovanie Scarlett 4,045 Joshua Goodman 4,031 Christopher Bungay 4,004 Paul Rumbuc 3,916 Klyo Vidal 3,900 Darez Meriwether 3,873 Joshua Jackson 3,843 Michelle Olivo 3,812 Doris Martinez Garcia 3,799 Michael van Delft 3,797 IP Harris 3,771 Valentino Kalaj 3,718 Jesse Fullmer 3,713 Lidia Meglei 3,695 Rachel Brown 3,676 William Parmeter 3,664 Slavita Hut 3,598 Samuel Boyle 3,592 Anton Ljiljdjuraj 3,522 David Hausman 3,521 Arif Hajro 3,459 Doron Freud 3,441 Adem Abdula 3,433 Elijah Brown 3,430 Erica Robertson 3,405 Tyler Dahlin 3,379 Atta Saleh 3,376 Matthew Hudlin 3,369 Darrell Asbell 3,331 Veronica Coval 3,307 Rita Rider 3,303 Samuel Artzis 3,273 Reynolds Akuamoaa 3,261 James Keefer 3,234 Matthew Diulus 3,221 Tommy Conard 3,206 Tiffany Babin-Washington 3,154 Anthony Almeida 3,119 Ed-Maggie Myrthil 3,109 Jenna Gula 3,109 Michael Gerstein 	<ul style="list-style-type: none"> \$ 3,104 Timothy Welsh 3,076 Jordan Lacy 3,074 Aaron Piotrowski 3,050 Tiffany Beadnell 3,035 Priscilla Blanco 2,962 Jagdish Sukhu 2,955 Brody Maughan-Evanson 2,931 Christopher Hintz 2,920 Tina Nelson 2,914 Kevin Davis 2,913 Hector Giron-Soto 2,900 Alexis Gomez 2,884 John Lamere 2,863 Christopher Stevens 2,794 Justin Lowe 2,769 Raul Rojas 2,749 Carey Hartman 2,744 Donald DeVoise 2,743 Cody Gardner 2,732 Christian Gojcaj 2,730 Jeffrey von Kienast 2,718 Gregory Rudolph 2,715 Nicole Sanders 2,713 Dominick Williams 2,706 Alipate Makaui 2,684 George O'Shea 2,673 Chris La Fond 2,660 Daryl Graham 2,647 Bruce Viaje 2,632 Scott Wheeler 2,625 Duni Olusegun 2,598 Bryan Juskiw 2,550 Sean Shephard 2,546 Hunter Houveneyr 2,534 Alberto Alcalá 2,524 Cody Allen 2,512 Bobby Park 2,469 Aaron Parks 2,437 Michael Raven 2,394 Alyssa Libby 2,393 Blake Tomblin 2,347 Michael Russin 2,336 Justin Diaz 2,320 Cara DeFiore 2,310 DeShawn Moore 	<ul style="list-style-type: none"> \$ 2,281 Tiffani Tavormina 2,264 Danielle Morales 2,257 Ryan McIntosh 2,256 Chase Miller 2,226 James Cassie 2,208 Evelin Castro-Sharif 2,204 Erika Walker 2,191 Christopher Ross 2,179 Ransley Vazquez 2,156 Pablo Solis 2,129 Dylan Murphy 2,118 Travis Vaughn 2,118 Jaydan Heron-Smith 2,097 Kellie Hoffman 2,096 Francis Ingulli 2,094 Sean Brannan 2,076 Tami Chaimov 2,071 Angel Sparkes 2,062 Andrew Hynan 2,059 Jorge Toribio 2,045 Jacob Brown 2,034 Michael Clemente 2,027 Alfredo Garcia 1,997 Mele Makaui 1,957 Marquel Burns 1,928 Ashkan Khoshmagham 1,909 LaDelus Brown 1,885 Kelly Young 1,871 Crystal Vairetta 1,854 Duncan Ray 1,849 Kelly Ekker 1,849 Elyse Bryan 1,848 Philip McCulloch 1,846 Elias Boles 1,846 Daniel Foore 1,816 Taurean Flournoy 1,813 Jeffrey Tillman 1,807 Michael Romero 1,793 Britton Costa 1,752 Avi Kauderer 1,712 Jonni Ng 1,707 Xander Davis 1,702 Andy Batten 1,695 Jadelene Welty 1,690 Thomas Romeo 1,687 David Staffery 	<ul style="list-style-type: none"> \$ 1,683 Christie Jauch 1,675 Afolasade Aboiyade-Cole 1,674 Bryan Czajkowski 1,652 Jon Morrow 1,649 Darius Rowan 1,648 Evan Donoghue 1,646 Derya Ekren 1,642 Matthew Bogle 1,625 Tyler Worstell 1,621 Tyler Boulden 1,620 Matthew Cartwright 1,618 Begona Patino-Lopez 1,603 Nathan Doyle 1,592 Maxon Elozier 1,567 Alix Albright 1,555 Peter Kwiatkowski 1,548 Jennylyn Militante-Radnoty 1,528 David Stuart 1,524 Craig Strompf 1,521 Jeffrey A Smith 1,516 Barry Donalson 1,508 Daniel G Johnson 1,484 Selma Ogresovic 1,481 Francesca Veltri 1,478 Melinda Skinner 1,474 Dean Gushi 1,471 Jeffrey Witherall 1,462 Kevin Butchino 1,444 Maurice Coleman 1,435 Alexis Pineiro 1,429 Myaa Fallon 1,425 Ariana Jones 1,424 Tanner Duy 1,418 Matthew A Wilson 1,415 Hunter Welty 1,406 Iffrah Tahir 1,402 Ernesto Delgadillo 1,401 Rachel Effenbein 1,393 Travis Picklesimer 1,381 David Duddy 1,375 James Tolley 1,371 Andrew Chambers 1,354 Michael Battaglio 1,345 Wayne Gomez
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<ul style="list-style-type: none"> \$ 1,342 Chad Muise 1,335 Matthew McDowell 1,328 Altina Arakelian 1,326 Bobby Szawja 1,306 Victor Weber 1,305 Dustin Dunbar 1,298 Serge Brouillette 1,279 Glenn Johnson 1,275 Nakita Fortin 1,271 Rex Munsey 1,251 Ross Ewen 1,230 Jessie Holland 1,226 Giovanni Diduro 1,211 William Thomas 1,203 Mark Diskin 1,203 Mavrick Fredericks 1,198 Michael McKiernan 1,194 Jennifer Ragan 1,193 Samuel Marzula 1,189 Patrick Knouse 1,186 Michael Stuver 1,181 Michael Botond 1,176 Ryan Hall 1,176 Jon Willman 1,175 Roxie Soto 	<ul style="list-style-type: none"> \$ 1,160 Zachery Kertulis 1,159 Jonathan Jones 1,152 Richard Millington 1,151 Christopher Bentley 1,139 Jake Gelb 1,137 Joseph Bell 1,135 Justin Brent 1,135 Johnathon Bogosowski 1,130 James Harding 1,124 Aaron Patt 1,122 Loraine Harris 1,108 Sean Hansen 1,108 Karima Hartani 1,107 Keith James 1,107 Mark Bernsdorff 1,103 Everett Farr 1,086 Jose Viramontes 1,079 Brandon Eck 1,071 Ryan Vance 1,071 Nicholas Chuma 1,070 John Vacca 1,057 David Carpenter 1,050 Omar Billy 1,033 Angelique Piquion 1,032 Danny Juskiw 	<ul style="list-style-type: none"> \$ 1,030 Demetrius Lucas 1,011 Joy Vann-Austin 999 Hasan Ghazal 997 George Shafiek 984 Nathan Hunt 981 Deborah Noga 972 Jonathan Phillips 965 Justin Hermann 953 Christopher Botelho 952 Samisoni Koloa 939 Corey Hallam 935 Kyle Jones 930 Nabil Atallah 906 Arcelia Zizumbo 889 Paul Kelly 883 Christina Pinnock 881 Max Akers 880 Jessica Santamarina 878 Adebamidele Ogunlade 877 Derrick Mason 875 Bethany Evans 867 Raynaldo Lafontant 866 Martin Salavec 862 Ebuwa Otagho 855 Dina Boghdady 	<ul style="list-style-type: none"> \$ 852 Sione Maumau 848 Tahis Quintero Bonilla 844 Alex Paguio 838 John Torres 827 Jonathan Giaco 823 Colin Desnoyers 822 Bilal Farsakh 815 Marie Laine 814 William Dugan 807 Eric Snyder 797 Seth Finnegan 792 Brian Jerome 784 Richard Tabanji 782 Kerry Zorns 777 Anne List 768 Erna Gasanin 765 Casey Helly 759 John Collins 758 Jessica Guerrero 750 Yamid Mendoza Sanchez 749 Mari Andrade 740 Nicole Mead 731 Anthony Spataro 726 David Rigney 	<ul style="list-style-type: none"> \$ 725 Stephen Davis 725 Jhonatan Quintero 717 Nasr Quadri 716 Saul Lopez 713 Mark Lomonaco 709 Bryanna Campos 707 Sean Byler 702 Nicki Griffiths 701 Cristina Fox 700 Jordan Hallman 688 Alyssa Sadler 683 Rielly Maher 679 Joel Nunez 676 Mark Auvil 666 James Marks 661 Landon Schlag 659 Alexander Johnston 652 Michael Nichols 651 Nicole Preston 644 Jesus Parra 628 Joseph Kanaan 621 Mayra Robles 615 Devon Chapman 613 Jennifer Jantzen 606 Ronald Rivera 	<ul style="list-style-type: none"> \$ 606 Jeff Wentworth 603 Katherine Lim 599 Eric Okoemu 590 David Bilotti 585 Candace Minor 583 Gladis Orozco 563 Matthew Ingram 558 Mickey Adkins 549 Darrin Roberts 544 Aaron Friedlander 542 Francisco Vasquez 542 Shayla Williamson 537 Jesse Weaver 536 Lalitha Janardhanan 531 Timothy Wilson 528 Keeland Bryant 518 Sullena Staton 517 Kempton Perry 515 Krystal Spencer 515 Braxton Amy 514 Abraham El Refaei 511 Marcus Moody 506 Angel Martinez 503 Kevin Dimery
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RGA LEADERSHIP BONUS

1



RYAN FICKERT
\$49,191
Zach Hart

2



MARK NEILSON
\$32,572
Altig-Orlovic

3



COREY HELLY
\$24,478
Giglione-Ackerman

SA/YA DIRECT CODE FIELD TRAINING BONUS

1



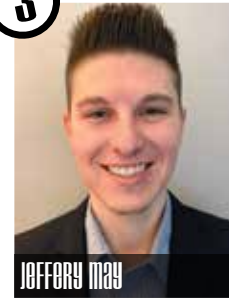
MORIAH CHANDLER
\$9,572
Matt Henderson

2



GJON LJULIDURAJ
\$5,986
Hart-Dushaj

3



JEFFERY MAY
\$5,842
S-S-Parks-Salvaggi

4



DANIEL DURGIN
\$5,456
Serur-Yagjian

5



JASON KHODADADIAN
\$5,373
Theodore Pappas

FEBRUARY BONUS LEADERS

PAYOUT: \$611,471

QUALIFIERS: 137

\$ 49,191 Ryan Fickert	\$ 7,616 Paul Kelly	\$ 4,082 Luay Ghawi	\$ 2,793 Kelly Ekker	\$ 1,884 Angel Martinez	\$ 1,151 Justin Brent
32,572 Mark Neilson	7,587 Morgan Lobello	3,891 Melinda-Rae Lyse	2,768 Jesse Rennich	1,864 Steven Sparkes	1,144 Daniel Umbertone
24,478 Corey Helly	7,442 Elias Boles	3,775 Alex Kae	2,709 Tommy Conard	1,797 Alipate Makau	1,126 David Rigney
22,006 Reynolds Akuamoa	6,949 Brent Bowling	3,762 Jeffrey von Kienast	2,666 Mark Lahijani	1,737 Ransley Vazquez	1,121 Brandon Summerton
20,032 Walter Icaza	6,866 Michael Gerstein	3,739 Ryan Hall	2,610 Steven Barton	1,724 Craig Strompf	1,058 Andrew Severson
19,107 Christopher Hintz	6,753 Antonio Reyes	3,738 Elyse Bryan	2,528 Zach Otto	1,691 David Carpenter	1,043 Evan Donoghue
16,829 Matthew Diulus	6,596 Daryl Graham	3,661 Alexandra Graham	2,474 Travis Vaughn	1,666 Jonni Ng	1,039 Joshua Jackson
15,582 Justin Adams	6,470 Lauren Coyne	3,510 Bobby Park	2,441 Clayton Slaughtner	995 Gregory Rudolph	984 Tucker Gregor
15,526 Joshua Olin	6,305 Ryan Stenglein	3,471 Randall Cook	2,355 Ryan Wilson	984 Tucker Gregor	974 Ryan McIntosh
14,611 Bobby Gujral	6,209 Shahab Mahdavinejad	3,381 Stuart Pagan	2,310 Thomas Vena	964 Chase Miller	964 Chase Miller
13,757 Chris La Fond	5,580 Shalom Chaimov	3,346 Clint Perry	2,277 Jessica Santamarina	952 Marisa Willgruber	952 Marisa Willgruber
12,692 Gary Slocum	5,404 Sean Velasquez	3,300 Beau Locker	2,165 Samantha Ralston	1,487 Mike Paragiou	759 Dustin Dunbar
10,344 Jinelly Urena	5,308 Andy Batten	3,244 Johnny Ly	2,154 Bruce Viaje	1,455 Robert Janev	740 Hunter Houvener
10,212 Blake Higuchi	4,995 Jeffrey Hall	3,116 Patrick Knouse	2,088 Peter Kwiatkowski	1,369 Dylan Murphy	683 Christopher Clark
9,781 Matthew Turnquist	4,791 Joseph Tomanovich	3,072 Tyler Worstell	2,079 Sean Hansen	1,333 Charles Ferrari	682 Jessica Chang
8,982 Scott Wheeler	4,684 Joshua Dishong	3,041 Amr Shater	2,054 Ronald Rivera	1,326 Dan Ikei	576 Taurean Flournoy
8,357 Michael Russin	4,675 Alma Lozano	3,038 Michael Russo	2,012 Sara Vaz	1,278 Jessica St Pierre	513 Doreen Ryan-Foti
8,143 Kimberly Hamilton	4,563 Diego Arango Puerta	2,957 Darcy Schrieber	1,910 Slavita Hut	1,273 Patrick Donovan	
8,122 Levar Morgan	4,220 Brody	2,824 Jeremy Rivers	1,896 Bobby Hamilton	1,261 Cody Gardner	
7,903 Britton Costa	Maughan-Evanson	2,816 Magda Figueiredo	1,887 Michael Clemente	1,218 Mavrick Fredericks	






FEBRUARY BONUS LEADERS

PAYOUT: \$438,575

QUALIFIERS: 637

\$ 9,572 Moriah Chandler	\$ 2,045 Keith Brown	\$ 1,343 Skylar Chauvin	\$ 990 Caswell Gambrell	\$ 799 David Rice	\$ 646 Stephanie Harris
5,986 Gjon Ljuliduraj	2,035 Enid Franco	1,339 Victor Martel	988 Tyler Cox	798 Doris Martinez Garcia	645 Henry Jacobs
5,842 Jeffery May	2,034 Tanner West	1,333 Christopher Larsen	986 Sergio Joaquin Haro	784 Sean Byler	640 Jorge Toribio
5,456 Daniel Durgin	2,030 John Curry	1,324 Jonathan Pizzuto	979 Philip Spicer	784 Jordan T Brown	633 Matthew Castelli
5,373 Jason Khodadadian	1,971 Chase Trivison	1,320 Besim Nikaj	975 Anthony Billhimer	782 Gregory Caldwell	632 Muzit Berhe
5,314 Erika Walker	1,914 Victor Holmes	1,304 De'Jour Washington	972 Abeni Reynolds	774 George Vang	623 Rachel Brokenborough
4,451 Eric Caballero	1,907 Creston Nuckolls	1,287 Cesar Perez Ramirez	972 Joseph Massucci	766 Tomarus Burks	616 Landy Barthelemy
4,219 Jonathan Conn	1,898 Joseph Hedborn	1,280 Nicole Preston	967 Daryl DeWindt	766 Brittmarie Yarian	612 Lukess Joseph
4,192 William Benline	1,894 Laurence Moore	1,273 Mari Andrade	960 Martin Guerrero	764 Domingo Marcelo	611 Johnny Santiago
4,044 Nicole Mead	1,885 Efa Mentuhotep Harrison	1,259 Adriana Aboulwafa	958 Francisco Vasquez	762 Kristopher Ashenback	608 Souher Shadid
3,748 Benzack Cooper	1,873 Travis Picklesimer	1,244 Natalie Rosario	941 Brandon Atchley	758 Brandon Atchley	605 Travis White
3,598 Geoffrey Osili	1,846 Kade Beck	1,242 Triston Miller	939 Santiago Calle Ramirez	751 Troy Kasper	605 Cody Nykoliation
3,517 Colin Ghee	1,825 Mario Ruiz	1,208 Loraine Harris	934 Jonathan Ramirez	751 Sara Hernandez	603 Roxie Soto
3,425 Nathan Stuck	1,816 Takeya Tatum	1,197 Noah Schultz	927 Muhammed Ashraf	740 Rufino Salinas	602 Altina Arakelian
3,281 Alexander Marzilli	1,790 Christopher McGlynn	1,196 Christopher O'Neal	926 Cory McNutt	739 Cory McNutt	599 Rosa Teixeira
3,204 Ian Rouleau	1,749 Darcy Gaige	1,177 Ebuwa Otagho	897 Allison Kusgen	739 Adam Schaefer	589 Adam Hanna
3,122 Jean Romero Capote	1,746 Dillon Kuehne	1,163 Beau Minnick	894 Jared Guglielmino	737 Christopher Rantanes	585 Jacob Wells
3,101 Alec Obering	1,743 Arcelia Zizumbo	1,163 Iris Saavedra	885 Anizabeth Parra	726 Eric Okeomo	580 Evan Lawrence
3,066 Daniel Foore	1,731 Andres Liranzo	1,151 Emily Pateiro	883 Asad Ahmed	725 Chris Gonzales	578 Austin Garcia
3,013 Joseph Wilson	1,726 Raul Angulo	1,150 Selma Ogresevic	878 Stephanie Dunbar	724 Gift Kusuwan	574 Christopher Rolph
2,981 Sullena Staton	1,668 Anthony Allonardo	1,149 Brianna Garza	874 Truman Falkner	722 Steven Counts	572 Michael Nichols
2,959 Daniel Ramirez	1,659 Ivoni Fuimaono	1,143 Sousan Samadzade	863 Ivoni Fuimaono	716 Laota Rassoull	571 Justin Diaz
2,934 Joshua Egyud	1,618 Helgi Bistochett Navarro	1,130 Anthony Marsella	860 Alexis Howard	716 Jennifer Orellana De Gonzalez	568 Derek Sutherland
2,888 Jeanine Reighn	1,607 Alfredo Garcia	1,129 Adam Wheeler	855 Jennifer Lucero	715 Ivanna Melnyk	557 Aref Sayegh
2,855 Jackie Vongsouvanh	1,603 Jean Etahe Limongo	1,117 Lino Strussione	854 Danita George	709 Nidajaved Cheema	553 Hunter Gurrella
2,831 David Hurst	1,564 Gavin Guy	1,112 Justin Rydzziel	852 Patricia Isabell	707 Jordan K Brown	548 Kate Hernandez
2,775 Valentino Kalaj	1,530 Marvin Gonzalez	1,100 David Huber	851 Paula Thompson	706 Brandon Eck	532 Frankie Armstead
2,653 Diana Arango	1,517 Victor Romero	1,091 Timothy Wilson	850 Pamela Breedlove	702 Preston Klutz	524 Nardia Bowen
2,634 Daniel Zotter	1,500 Akinyemi Akinseye	1,083 Vanessa Mendez	844 Barrington Gordon	694 Joseph Sarasin	523 Mikelle Mayfield
2,606 Brandon Dusevic	1,495 Audri Niezgodza	1,071 Andre Bzhetaj	844 David Garcia	692 Twana Smith	520 Rachel Canning
2,565 Mazino Ovie	1,483 Katy Rivera	1,066 Klyo Vidal	841 Alexandra Berberich	688 Alex Grushko	520 Keith Ryan MacDonald
2,501 Daniel Pacheco	1,479 Pharyn Wilson-Jones	1,049 Deion Alocozy	840 Shannon Vidal	687 Calvin Irving	516 Kempton Perry
2,442 Antonino Taormina	1,474 Jhonatan Quintero	1,041 Alec Seibold	839 Nicholas Micare	684 Tiffney Harmouche	510 Ireland Sirni
2,414 Tahis Quintero Bonilla	1,464 Jennifer Gilkie	1,027 Elazar Roco	839 Reah Connor-Williams	682 Jordan Russell	509 John Crespin
2,413 Devon Chapman	1,445 Johnny Fuller	1,026 Cameron Russell	832 Avion Johnson	681 Kelsey Martinez	509 Angela Layden
2,402 Daniel Johnston	1,443 Jenna Grula	1,011 Nathan Petersen	830 Stephen Davis	681 Kelsey Martinez	507 Nabil Atallah
2,384 Dulce Paz	1,411 Athea Buchanan	998 Edgar Gonzalez	826 Omar Villavicencio	680 Corey Hallam	503 Ruben Chaimov
2,279 Nelson Desmond	1,407 Randa Mustafa	998 Omar Villavicencio	824 Shawn Quick	677 Ameenah Little	501 Stariesha Henry
2,270 Connor Meakins	1,403 Jerome Benenati	994 Vera Giles	821 Victoria Varney	662 Ron-Junior Green	501 Austin Edwards
2,197 Dimo Joannidis	1,392 Matthew Melhorn	993 Gillian Haynes	818 John Wegley	658 Raymond Stephenson	
2,112 Kevin Dimery	1,383 Tommica Gibson	993 Donna Rankin	808 Jeremy Perry	657 Asante Jackson	
	1,366 Andrea D Owens	991 Melissa Robbins	807 Adrain Alfred	656 Keeland Bryant	

REINSTATEMENT BONUS

1	2	3	4	5
				
\$4,424 Don Foti	\$3,885 Altig-Orlovic	\$2,587 S-S-Bendure-Hartwig	\$2,257 Sabrina Lloyd	\$2,056 S-S-Parks-Salvaggi

FEBRUARY BONUS LEADERS | PAYOUT: **\$67,102** | QUALIFIERS: **161**

- | | | | | | |
|--------------------------------|-------------------------------|-------------------------------|--------------------------------|--------------------------------|---------------------------------|
| \$ 4,424 Sami Mogannam | \$ 1,936 Mitchell Look | \$ 1,328 Corey Lavigne | \$ 878 Zakary Labieniec | \$ 683 Seth Frisby-Jack | \$ 610 Ed-Maggie Myrthil |
| 3,885 Ryan Kendl | 1,719 Gina Kramer | 1,195 Maurice Baritz | 828 John Curry | 678 Pamela Heckel | 602 Zachary Hansen |
| 2,587 Bradley Weigand | 1,686 Dawid Liniewski | 1,155 Lawrence Dennis | 813 Anna Senra | 635 Juliya Ostapyuk | 584 Laurekins Pardovani |
| 2,257 Nicholas Gasparro | 1,510 Dason Phaul | 1,119 Nadezhda Vitchev | 805 Joseph B Smith | 625 Natalie Soboleva | |
| 2,056 Denise Ley | 1,376 Steven Mason | 1,094 Austin A Smith | 759 Pamela Faircloth | | |
| 1,978 Orby Kelley | 1,334 Andrea Yee | 950 Lily Sakai | 688 Dean Gushi | | |

5 BONUS TOTAL: **\$4,434,364**

WORLD'S GREATEST \$2,012,480	LEADERSHIP \$1,304,736	RG LEADERSHIP \$611,471	SA/GA TRAINING \$438,575	REINSTATEMENT \$67,102
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Benton Tong
Cohen-Cohen
Contracted 4/20/07
Qualified 2/29/20
\$1,003,774 Net ALP

NEW Director



Vlad Basov
Sales Director

Vlad and his family moved to the United States from Kiev, Ukraine in 1988. He put himself through college, and started with AIL in 1997 in Kansas City, MO. Vlad was promoted to RGA in 1999, to SGA in Texas managing more than 200 professionals. He left to pursue other avenues of the financial services industry, and founded his own retirement planning company. His wide-ranging experiences make him uniquely qualified to help others in AIL-NILICO succeed. When not working, Vlad enjoys music and spending time with his children, Landon and Sebastian.

FOUNDERS CLUB

February Qualifiers—
Outstanding Producers & PR Representatives:

Maren Conway

Pappas-Quadri
2 Qualifications
\$87,733 Net ALP
80.5 RET

Roger Fung

Mathew Hart
1 Qualification
\$86,724 Net ALP
85.0 RET

Weslee Cajeras

Steve Friedlander
1 Qualification
\$77,602 Net ALP
82.0 RET

Maria Diringler

Bob Olson
1 Qualification
\$65,858 Net ALP
81.2 RET

Michael van Delft

Satti-Kanaan
19 Qualifications
\$142,667 Net ALP
86.2 RET

Meardey Kim

Altig-Orlovic
2 Qualifications
\$78,175 Net ALP
82.1 RET

Dyoma Ramirez-Robles

Bob Olson
1 Qualification
\$58,411 Net ALP
79.9 RET

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Phillip Bromagen

Phillip had 91.76% growth over February 2019.

PR Director of the Month



Jacqueline Lowe

Jacqueline met 107.05% of Objective during February 2020.

JUST THE RIGHT INSPIRATION



David Zophin

President
American Income Life &
National Income Life Divisions

WE MAKE IT A HABIT OF RE-warding people for their hard work here at AIL/NILICO. I don't think that's any big surprise. But we don't just recognize and reward success because people deserve that recognition, or because we want to make sure they keep up the good work. We honor our most commendable people because we want to ensure that others learn from the best. We want to ensure the future success of the Company ... that success begets success.

I want to take this opportunity to acknowledge and congratulate our SGAs of the Year, Jim Surace and Marcus Smith, on a phenomenal year. They, along with their partners Matt Parks, Marc Salvaggi, Bulldogg Bendure, and Dan Hartwig were major contributors to the Company's success in 2019, and I'm certain their success will continue to grow and flourish in the coming years.

As the Company takes the time to distinguish these deserving individuals, my hope is that amid the celebration of their

accomplishments, there is some inspiration to be had. There is no mistake why the Surace-Smith organization had such a great year. These SGA partners demonstrated firsthand that in order to have monumental growth, you have to be willing to do the things most people aren't willing to do. That means jumping in the field. Being involved in the interview process, release meetings, and leadership development. It means being in the office on call nights. It means doing it all - from the little things to the big things on a daily basis that ensured their annual success as a whole.

The most common mistake someone in a leadership position can make is once they get promoted, they feel like they no longer have to do the heavy lifting. They feel like the responsibility to make sure all the little things are taken care of is no longer theirs, and that mistake is what halts their advancement and future success. The key is to keep working hard - harder, even - when you begin climbing the ladder. Jim Surace and Marcus Smith have known that all along, and that's why they're in the position they're in today.

So let their hard work and dedication inspire you to achieve more. Let their accomplishments motivate you to put in those extra hours and give that extra energy to reach your own great level of success. Remember that it is the efforts you put forth today and tomorrow that will help you achieve future success ... it's

the consistent actions, short term sacrifices, and discipline over time that will yield long term accomplishments. It's you, giving your all, that will get you where you want to be.

2020 has all the makings of being a double-digit growth year. I challenge all of you to give it everything you've got, every day, and take advantage of your *Opportunity Unlimited* at AIL/NILICO. I hope you all look to people like Jim Surace and Marcus Smith for some extra motivation, and that their achievements are the seeds of your future great triumphs.

Congratulations again to Jim and Marcus - your success is an inspiration to us all. 🙌

"IT'S YOU, GIVING YOUR ALL, THAT WILL GET YOU WHERE YOU WANT TO BE."



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• MOON PALACE



MAY 5-8, 2021 •

